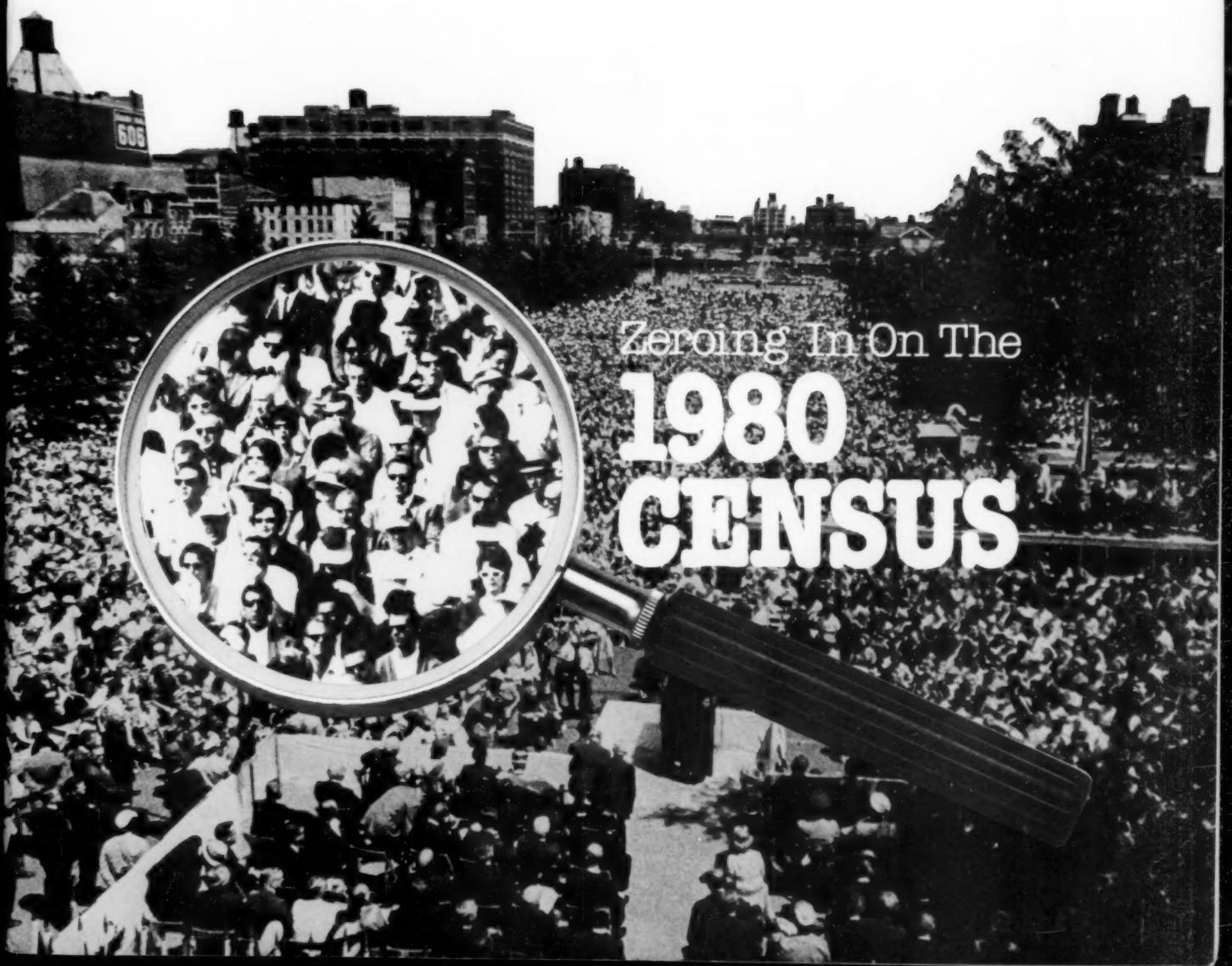
COMMERCE AMERICA

U.S. Department of Commerce / August 15, 1977



Zeroing In On The 1980 CENSUS

Newsmemo

Public participation in writing new anti-boycott regulations is being invited by the Commerce Department. The recently enacted Export Administration Amendments of 1977 require such revisions. Proposed regulations are expected to be published in the Federal Register shortly before Sept. 21, and the final version about Jan. 21. Public comments are being sought "as soon as possible" and can take the form of proposed regulatory language, narrative discussion, hypothetical case situations or any other appropriate format. Address written comments to the Department at P.O. Box 320, Ben Franklin Station, Washington, D.C. 20044, and oral comments to Commerce officials Stanley J. Marcuss (202-377-5491) or Kent N. Knowles (202-377-5301).

Price comparison surveys have a powerfully persuasive effect on consumers. This is the underlying reason, says the Federal Trade Commission, why a major food chain's "Price Patrol" program was challenged as deceptive and misleading. In denying that the FTC tries to discourage comparative price ads or surveys of retail prices, an FTC official said that the commission's complaint "simply reflects a general concern that the advertising of survey results can have a significant effect on consumers' purchasing decisions," and thus the surveys must be taken fairly, with their limitations made clear to consumers.

Is the environmental movement committing suicide? Quite probably, in the view of Fred Smith, a Laurance S. Rockefeller associate with a conservationist background. He recently told utility executives that the movement had enormous appeal in the 50's and 60's, built on a fresh look at man-nature relationships. But now, Smith holds, the emphasis is on recrimination, revenge and complex demands for violent reform, tactically centered on court injunctions. Problems with the economy and energy shortages have led the public to see this as a technological nightmare. To counter such current trends, Smith would organize careful, balanced anti-pollutant programs by trained technologists, and then have business, labor and government get together on a long-range schedule of reforms that meet both environmental and economic needs.

Attention, marketing managers and others studying population growth patterns: a brief but comprehensive guide for projecting future populations of metropolitan areas and other localities has been published by the Census Bureau. It is designed for people without specialized training in demography and statistics, and even has a glossary to explain the statistical terms used. There is a section on data sources and a list of state offices that can provide further assistance. "Guide For Local Area Population Projections" Technical Paper No. 39 is available at $2.30 from the Supt. of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402.

Color copiers open new avenues for counterfeiters. The American Banking Association, in response, has issued guidelines prepared by the Xerox Corp. Two important tests: look for high gloss in color copies, and feel them for bumpiness. Color copiers produce raised images that can be felt on checks and money orders. The Treasury Dept.'s Bureau of Engraving recently concluded that color copiers are not a major threat because skilled handlers of money and documents can easily spot the copies. But the bankers' unit believes that scenic checks and other custom-designed value instruments can be vulnerable to copier fraud if not carefully designed and watched.

U.S. engineers can expect to find the severest job barriers abroad in countries with budding professional expertise. Industrialized nations don't rely on legalities to hold out the Yanks, and the less-developed nations welcome them out of necessity. But the middle-level nations tend to apply or waive legal restrictions depending on whether their local professionals can handle a given project. This is one of the conclusions that emerges from the newly-revised "Engineers' Overseas Handbook" of the Commerce Department. This digest of operating conditions in 120 countries is available at $3.50 from the Supt. of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402.

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COVER: Pretests are being conducted by Commerce's Census Bureau in an effort to zero in on the 1980 census less than three years away. Census is endeavoring to improve its coverage as our story beginning on page 4 points out.

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Growth Attains Better Balance After Surge In Motor Vehicles

This article was prepared by Chief Economist Courtenay Slater in collaboration with staff economist Thomas W. Kraseman.

Dr. Slater

Real Gross National Product continued to grow strongly in the second quarter, but marked shifts occurred in the sectoral composition of growth. In general, there was a better balance among the components of GNP following the surge in consumer and business purchases of motor vehicles and inventories in the early months of the year.

Real GNP grew at an annual rate of 6.4 percent, down only slightly from the first quarter's 7.5 percent rate. The unusual strength in the first quarter stemmed in considerable part from inventory rebuilding. The 5.6 percent rate of growth in final sales in the second quarter was well above the first quarter's 3.8 percent. As shown in the first table, growth of final sales in the first quarter was heavily concentrated in motor vehicles, whereas residential construction and government purchases sparked second-quarter growth.

Consumer expenditures, the mainstay of the recovery, slowed to the smallest gain in more than two years in the second quarter, as a levelling off of motor vehicle purchases and a drop in spending on heating fuels partly offset gains in other consumption categories.

This slackening of the rise in personal consumption outlays in the second quarter was not unexpected. The revised GNP data issued in July showed that the saving rate had declined from 7.0 percent in the third quarter of 1975—about equal to the average in the past 10 years—to only 4.1 percent in the first quarter of 1977, the lowest in 25 years. This very low level partly reflected high fuel bills and credit financing of automobile purchases. Some rebound in the saving rate was nearly certain, and in the second quarter it rose to 5.5 percent. This increase reflected not only the slower rise in consumer expenditures, but an accelerated gain in personal income as well.

Personal income growth began to accelerate in the fourth quarter of last year. In the first two quarters of this year, personal income increased at the sharpest rate since the recovery began in the spring of 1975. Contributing importantly to this rise were the exceptionally large gains in employment and farm income. The increase in after-tax income was held down somewhat in the first quarter by heavy payments of estate and gift taxes due to changes in the tax laws, but the rise in the second quarter was especially large, due in part to a reduction in tax withholding, effective June 1, which added about $1.7 billion (annual rate) to second quarter disposable income.

This change in tax withholding will augment gains in after-tax personal income by about $5 billion per year. In addition, social security benefits increased by an annual rate of almost $5 billion on July 1, due to the yearly adjustment for consumer price increases. Extra after-tax income from these sources alone will raise disposable personal income in the third quarter by 0.8 percent. This can be compared to average total disposable income gains in the first two quarters of this year of 3.0 percent.

REAL GROSS NATIONAL PRODUCT BY SECTOR

(Changes in billions of 1972 dollars, seasonally adjusted at annual rates.)

	1977 First Quarter	1977 Second Quarter
Personal Consumption Expenditures	10.6	4.2
Motor Vehicles & Parts	6.0	— .5
Fuel oil, coal, gas and electric	0	— 2.7
Other goods and services	4.6	7.4
Non-residential fixed investment	4.3	2.7
Motor vehicles	4.4	.4
Other durable equipment	1.2	1.6
Structures	— .3	.8
Residential Construction	.7	4.8
Exports	.0	.1
Imports	3.2	.6
Government purchases	— 1.3	6.5
Federal	— .1	4.0
State and local	— 1.1	2.4
Total Final Sales	12.0	17.8
Change in business inventory accumulation	11.5	2.8
Total GNP	23.6	20.6

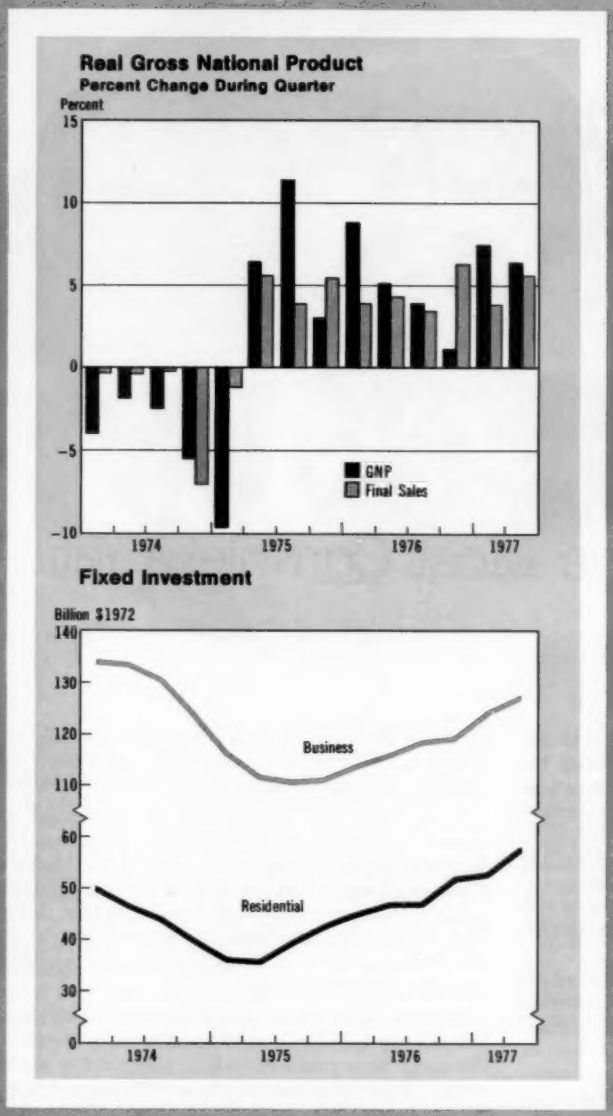
Growth of fixed investment has been accelerating moderately in real terms for the past three quarters, the strongest gains in the recovery so far. Advances have been uneven in the components, however; housing activity rebounded in the second quarter from the effects of the hard winter, while the rise in business purchases of durable equipment slowed after the first-quarter rush to buy motor vehicles that followed last year's auto strikes.

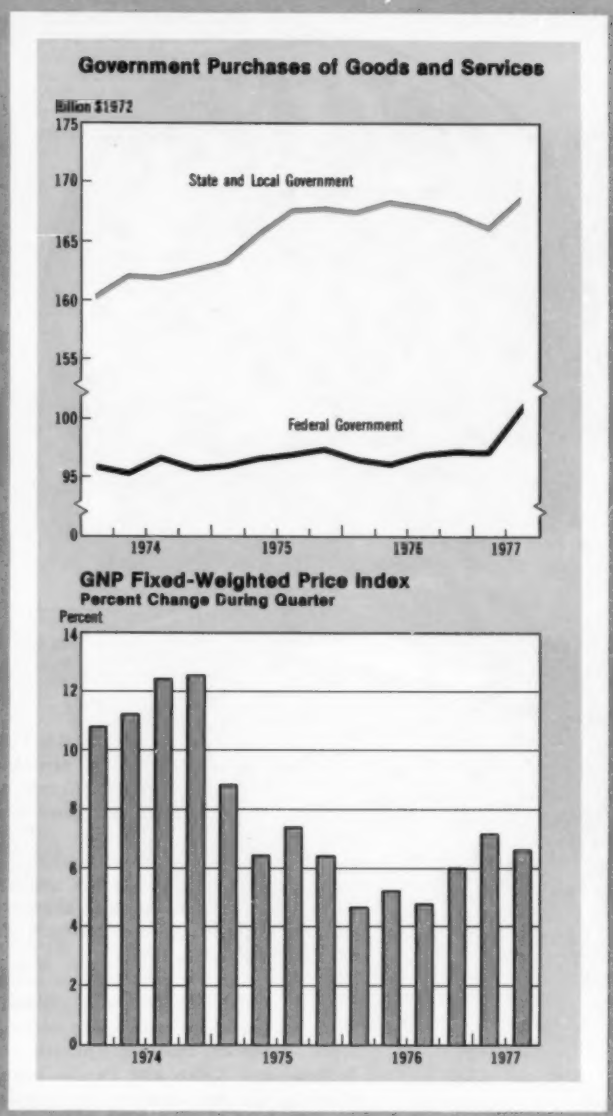
For the rest of the year, residential building is not expected to be adding much strength to GNP. Housing starts have not changed significantly since a large increase in March. The prospects are bright for further gains in apartment construction, but these increases are likely to be balanced by some weakening in single-family starts. The market for single-family homes appears to be softening, as rising mortgage interest rates compound the impact of sharply increased selling prices on housing demand.

Business fixed investment has contributed moderately to the strength of the recovery, growing at an annual rate averaging about 9 percent in real terms since the end of 1975. The rise has been almost entirely in producers' durable equipment, however, with investment in structures growing very little. This composition is quite different from earlier periods of strong investment growth.

Investment in structures could accelerate in the second half. Vigorous advances in the first half of this year were recorded in the leading indicators—the value of contracts and orders for new plant and equipment in real terms, as well as in the floor area of new commercial and industrial buildings included in construction contract awards, which previously had been little changed. New orders for capital equipment have also increased much more sharply so far this year than in the second half of last year.

Government purchases of goods and





NOTE: All series seasonally adjusted at annual rate.

services in real terms rose 10 percent at an annual rate in the second quarter, after remaining essentially unchanged for almost two years. This gain accounted for roughly one-third of the total rise in GNP. A strong rate of advance is expected to continue through the second half, since the fiscal situation of local governments has strengthened markedly with the recovery, and federal grants will be rising under the jobs program. At the federal level, both defense and non-defense purchases increased. The advance indicators of defense spending are pointing to continuing increases in the second half. Last year, the lack of strength in real government outlays contributed significantly to the economic pause in the second half.

Prices increased in the first half at the sharpest rate in a year and a half. In the second half, however, some moderation in the trend appears likely. Recent sharp declines in prices of farm commodities have not yet been reflected in the later stages of processing. Slowing of the rises in consumer prices should strengthen real purchasing power and have a favorable effect on consumer sentiment.

In sum, economic growth in the first half was strong in most sectors of the domestic economy, exceeding the expectations of many observers. The economic auguries offer a reasonable prospect of further gains in the second half—not so vigorous as in the first half, but still sufficient to bring a further reduction in the rate of unemployment.

PER CAPITA INCOME AND OUTLAYS

		Disposable Personal Income	Personal Outlays	Saving Rate
1974	I	$4492	$4147	7.7%
	II	4597	4263	7.3
	III	4712	4397	6.7
	IV	4780	4423	7.5
1975	I	4817	4510	6.4
	II	5120	4637	9.4
	III	5125	4767	7.0
	IV	5247	4895	6.7
1976	I	5374	5037	6.3
	II	5462	5135	6.0
	III	5540	5239	5.4
	IV	5665	5404	4.6
1977	I	5793	5555	4.1
	II	5980	5649	5.5

Trial Runs Help Make

1980 CENSUS

The Most Complete Yet

Local authorities were provided with opportunities to review the accuracy of pre-enumeration housing unit counts . . .

While marketing specialists, business planners and product designers are still digesting the results of the 1970 census, Commerce's Bureau of the Census is already well down the track toward the nation's 1980 head count.

Since the close of the 1970 census, the Bureau has been working to improve the quality and scope of its coverage by, among other things, a series of dry runs or pretests. (See COMMERCE AMERICA, March 15, 1976 and Jan. 3, 1977.)

Census is trying especially to correct a major deficiency of the 1970 decennial census: the quality of statistics gathered was lower for minority populations — blacks, those of Spanish origin, American Indians, and Asian and Pacific Island Americans— than for the remainder of the population. Census is working to inform members of minority populations about the usefulness of Census statistics, to assist them in using such statistics, and to obtain their recommendations for improving coverage and quality of data for the 1980 census.

A pretest for the 1980 census was conducted in Travis County, Tex., in April 1976 with an eye toward improving coverage of Spanish-origin and black persons. The test was mostly methodological, dealing with listing and enumeration procedures, review of detailed preliminary population and housing unit counts by local officials, and field control and reporting methods.

The questionnaire mail-return rate was somewhat lower than expected. This is a matter of serious concern to the Census Bureau, since the non-response cases have to be followed up through personal visits by enumerators. Low mail-return rates mean increased workloads for enumerators, extended time schedules and higher costs.

In Travis County the Census Bureau tested a procedure providing local authorities, such as the mayors of municipalities, with opportunities to review the accuracy of pre-enumeration housing unit counts as well as the preliminary population and housing unit counts compiled after the enumerations.

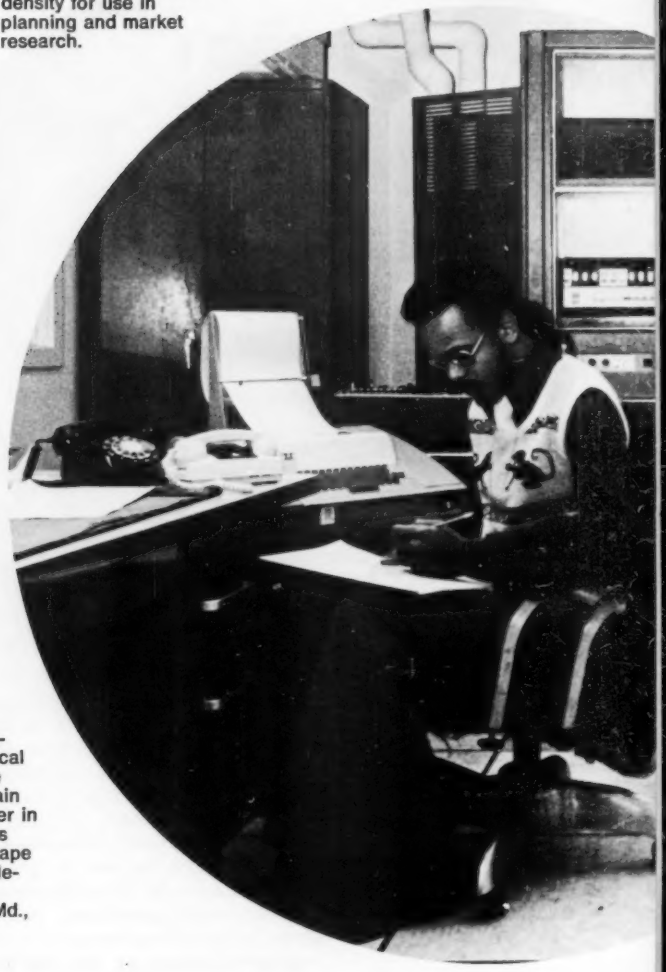
First, from the master lists of residential addresses prepared for the mail-out questionnaires, counts of housing units were compiled for blocks or other small areas and provided to the local authorities for their review several months before Census Day. Because of confidentiality restrictions, the Bureau cannot provide local authorities with the actual lists of addresses to check.

Second, after the enumerations were completed, preliminary population and housing unit counts for the areas were provided to local officials for similar review. For any areas where the officials questioned the accuracy of the counts and provided supporting evidence, such as utility or tax records, the Bureau made the necessary checks and corrected its records where appropriate. This review system can significantly improve the accuracy of the census counts if full cooperation is obtained.

Mobile assistance centers, located in vans, were tested to see if respondents would utilize this type of help. However, because of the complexities in identifying the best locations and hours for operation of the vans, and the difficulties in publicizing this information, this form of assistance proved unproductive. The 1970 census had already introduced "walk in" community assistance centers in certain mail-census areas, as well as telephone assistance service, so that persons having difficulty in understanding and completing their questionnaires could get help.

As one possible means of improving coverage of population thought to have a relatively high probability of being missed, lists of names and addresses independent of those collected by the Bureau were matched to the enumerated population of Travis

NEW SERVICE—A National Planning Data Corp. employee uses an electronic planimeter to calculate population density for use in planning and market research.



DATA COMMUNICATION LINK—Statistical information from the Census Bureau's main data collection center in Jeffersonville, Ind., is transferred tape-to-tape over "dedicated" telephone lines to the Bureau's Suitland, Md., headquarters.

County to determine if any individuals were missed in the census. These lists were provided by local community organizations, minority groups, departments of motor vehicles and others. Analyses of the number of individuals added to the census count through such new procedures are under way.

Another pretest was conducted in Camden, N.J., in September 1976. The questionnaire mail-return rate for Camden was only about 50 percent, which presented the same complications mentioned above in relation to Travis County.

Two new methods were tested in Camden for use in the difficult-to-enumerate areas, such as densely populated inner-cities. Instead of the traditional method of assigning one enumerator to an enumeration district, pairing and teams were tried. The pairing method involves assigning two enumerators, working independently but together, to cover an entire enumeration district. The team method involves assigning three or more enumerators per district. The team procedure worked far better than the pairing method.

The third full-scale test census was conducted this spring in Oakland, California. Emphasis was on techniques to improve coverage of the population, especially minority groups; the Oakland site was chosen primarily for its substantial representations of blacks and persons of Spanish, Asian and Pacific Island origin. Various procedures were refined, such as the organization of the flow of work in the census field office and the early review of preliminary census counts by local officials. In addition, certain subject-matter items, such as questions on race and ethnicity, were tested. All of the field work in Oakland is not yet completed, but preliminary analysis of some of the initial returns has begun.

An innovation in all three pretest censuses was Spanish-language versions of the questionnaires made available to householders requesting them.

In a further effort to deal with the problem of obtaining more accurate statistical information on minorities, Census has set up three special advisory committees on minority populations. In addition, Bureau staff members have held a series of meetings with representatives of American Indian organizations throughout the country.

Two other components of the minority statistics program are the National Services Program, which develops and maintains channels of communication with minority populations through contacts with national minority organizations, and the Community Services Program. Community service representatives from the Census Bureau contact local individuals and institutions likely to have influence on persons who ordinarily might not be enumerated in the census. Presently, the Bureau has more than a dozen community service representatives around the country, and plans to employ 100 or more by 1980.

Other pretest activities in the last two years have included:

- One in Salem County, N.J., and another conducted by mail to a national sample of households

Mobile assistance centers were tested to see if respondents would utilize this type of help . . .

ENDANGERED SPECIE? —The census enumerator is being replaced by the mail-back questionnaire to a large extent in decennial censuses, but is still going strong in other special surveys.

were designed to test a simplified total income question that might be used to provide a 100 percent income measure in 1980. The results were generally positive and it appears that such an item will be included in the 1980 census.

● In the spring of 1976 the Bureau conducted a test in Gallia and Meigs counties in Ohio to compare the use of a possible new type of basic geographic area — a data collection unit — with the traditional enumeration district used in previous censuses. The boundaries of enumeration districts often follow legal limits which are difficult to distinguish because they do not use visible ground features. Consequently, the enumerator may mistakenly assume that a given unit is outside the assigned area, thereby resulting in the unit being missed in the census. The Bureau tested the data collection unit as a possible alternative because it involves the use of physical boundaries (preferably roads) wherever possible. Contrary to expectations, the results indicated no reduction in the missed unit rate, so Census will again use the traditional approach in 1980.

● To improve the system of listing addresses in rural areas, the Bureau tested three address listing techniques in nine rural counties in Louisiana, Arkansas and Mississippi in the fall of 1975. The objective was to determine differential effects on coverage and costs. The procedures were: "Knock when necessary," in which the census lister essentially depends on observation and conducts an interview only when necessary; "Knock on every door, no callbacks," in which the lister conducts an interview at every household to obtain the address information or, when no one is at home, obtains it by observation or from a neighbor; and "Knock on every door, with callbacks," where the lister makes return visits to a not-at-home household. The second method proved the most cost-effective, and will be used to prepare mailing lists in rural areas for 1980.

● In July 1976 the Bureau initiated the major subject-matter test for 1980. The National Content Test was conducted by mail, with national samples of approximately 14,000 households in each of two panels. The two questionnaires used included alternative versions of questions on ethnic origin, current language spoken, disability and others. A subsample of these respondents was selected for a reinterview, to evaluate responses to some of the items.

Results from the National Content Test affected the design and format of a number of questions appearing on the Oakland questionnaires. Further analyses are now under way.

The individual states, too, are well along in their preparations to make sure the data revealed by the 1980 census is of maximum use to them.

In late 1975, a law went into effect requiring that the Bureau produce population count tabulations for each state which deems them necessary for redistricting its legislature. States wishing to participate in this program were to submit their tabulation plans by April 1, 1977.

The requested population counts must be transmitted to the states by April 1, 1981, one year after the census date.

During 1976, Census Bureau officials met in each of the 50 states with Governors, Secretaries of State, and legislative leaders or their representatives to discuss the states' needs for reapportionment/redistricting data from the 1980 census.

The following 17 states had indicated that they planned to participate in the program and had submitted the required information by the April 1 deadline: California, Florida, Idaho, Iowa, Louisiana, Maine, Maryland, Minnesota, New Hampshire, New Jersey, Oklahoma, South Carolina, South Dakota, Tennessee, Utah, Virginia and Wisconsin.

The Bureau is now in the process of reviewing the maps of election precinct (or similar area) boundaries submitted by the participating states for conformance to its criteria.

The states which have chosen not to participate have done so for various reasons: the regular 1980 counts for counties and minor civil divisions will meet the needs of some; others have been unable to adjust their current boundaries to meet Bureau geographic requirements; and others simply don't use the decennial census counts for redistricting.

The Bureau has informed officials in each of the 33 states not participating of other potential census data sources which might be useful for electoral districting.

Census has set up three special advisory committees on minority populations . . .

BREAKING the TRADE TALK LOGJAM

A recent high-level agreement between the United States and the European Economic Community has stirred solid hopes that the Multilateral Trade Negotiations that have been inching along in Geneva for the past two years will now shift into high gear and move ahead to a successful conclusion in 1978.

Speaking for the U.S., Ambassador Robert S. Strauss, the President's Special Trade Representative, underscored the importance of the agreement by asserting that it marked "probably the most significant day" in the history of the negotiations. He thus expressed confidence that the accord between two of the major negotiating parties—principally on thorny procedural problems—would win support from other participants and speed up progress toward a significant outcome.

The U.S.-Community accord, reached July 11, was the first major step to carry out the pledge to liberalize trade policies made at the so-called Downing Street Economic Summit in May. That meeting of President Carter and six other heads of states had resulted in a promise to put new impetus into the Geneva negotiations.

The Summit participants had set as specific goals a tariff-reduction plan aimed at substantial cuts and harmonization of tariffs, the negotiation of codes and agreements to reduce nontariff barriers to trade, and a mutually acceptable approach to agricultural trade that would assist its expansion and stabilization while providing better international assurance of needed food supplies.

The mood in Geneva in the months prior to the Summit had been characterized as one of paralysis, brought on by worldwide uncertainties about national leaderships and the economic malaise everywhere stemming from recessionary trends.

If the negotiations do reach completion next year, they will bring to a close a process that began in Tokyo in September 1973. A meeting of foreign ministers there issued a declaration that launched the "Tokyo Round" of Multilateral Trade Negotiations. An ambitious program of trade liberalization was set forth, covering not only reduction of tariffs —the traditional focus of such activity—but also a host of nontariff measures that can often impede international commerce to a greater extent than import duties.

Held under the auspices of the Geneva-based General Agreement on Tariffs and Trade (GATT), an organization that brings together most of the world's trading nations, the negotiations have revolved around such subjects as tariff levels, subsidies and countervailing duties, government procurement practices, customs procedures, product standards, quantitative restrictions, import licensing, sectoral questions, safeguards for domestic industries, problems in agricultural trade, treatment of tropical products, and the legal framework of international trade.

Although the launching decision was reached in Tokyo in 1973, the actual beginning of negotiations was delayed until early 1975, when the U.S. Trade Act of 1974 came into force, authorizing the President to negotiate for the United States.

Ambassador Strauss, after the July 11 meeting with the European Community's Wilhelm Haferkamp, outlined for the press a four-phase schedule of activity that will set the stage for final bargaining. The U.S. envisions the following:

The first phase is agreement, expected by Oct. 1, on a general tariff plan, including a tariff-cutting formula and treatment of developing countries under the plan, as well as how to treat any developed countries not using the tariff-reduction formula. The second phase is the tabling of requests by Nov. 1 for agricultural tariff cuts and for tariff

"Probably the most significant day" in the negotiations.

reductions by non-formula countries, and of requests on nontariff measures. The third phase requires the tabling by Dec. 15 of draft texts for multilateral codes of conduct. The final phase, with a target of Jan. 15, will be the tabling of offers of reductions in tariffs and nontariff measures.

The Strauss-Haferkamp agreement in Brussels was followed later that week by discussions, held in Easton, Md., at which the timetable and outstanding policy issues were explored in more detail. Ambassador Alan Wolff, Deputy Special Trade Representative, led the U.S. delegation, and Sir Roy Denman, who is the European Community Director-General for External Affairs, headed the Common Market delegation.

A key area of progress in the U.S.-Common Market consultations was an initial agreement on how to handle agricultural issues in the Geneva talks. This broke a deadlock between the two parties that had been impeding the negotiations for more than two years.

The European Community has viewed agriculture as an area requiring its own trading rules, while the U.S. has taken the position that agriculture and industry should be treated together throughout the negotiations. At the July 11 press conference, Ambassador Strauss, noting the commitment to the Downing Street goal to achieve expansion and stabilization of trade in agriculture and greater assurance of food supplies, stated that the two sides had agreed to pursue negotiations in agriculture as a major part of negotiations in parallel with those on industry, and that agricultural negotiations would take place within the announced framework of procedures.

Four-phase schedule of activity will set stage for final negotiations.

The substance of these procedures was endorsed by the Multilateral Trade Negotiations Agriculture Group at its meeting July 19, 20, and 27. The Group agreed to the tabling of agricultural requests on tariffs and nontariff measures by Nov. 1 and offers by Nov. 15.

The Strauss-Haferkamp timetable also was adopted by the Nontariff Measures Group at its meeting July 21 and 28. Procedures for requests and offers similar to those agreed to in the Agriculture Group were approved. The NTM Group also agreed that the existing subgroups would continue their work with the objective of setting out key issues needing further negotiation in general codes or other solutions by the end of the year.

Both the Agriculture and Nontariff Measures Groups agreed on some special procedures for negotiations between developed and developing countries in order to meet the special needs of the developing countries.

Under these procedures, developing countries are provided a certain additional flexibility and priority consideration is to be given to their requests. Developed countries may submit lists of developing country measures of interest to them. Developing countries may indicate on a provisional basis their contribution to trade liberalization in the Geneva negotiations within a reasonable period of time after offers are presented by developed countries. Both the Agriculture and Nontariff Measures Groups agreed to consider further the application of differential measures for developing countries both with regard to offers and to multilateral codes or other solutions.

Meanwhile, the U.S. is stepping up its own efforts to meet the accelerated Geneva timetable. Request and offer lists will be prepared and intensive efforts will go into achieving acceptable texts for multilateral codes to improve the current international trading rules. Some areas, notably product standards and import licensing, are further along than others, such as safeguards, subsidies and countervailing duties and government procurement, where much work needs to be done. Efforts will be more concentrated in areas where work has not yet sufficiently progressed.

As part of the U.S. efforts, an active program of consultations with trading partners will be held throughout the summer and fall. Talks have already taken place with Canada, Switzerland, Mexico, the Nordic countries (Norway, Sweden, Finland and Iceland) and the European Community. Consultations with Argentina, Brazil, Colombia, Mexico, and the Caribbean Common Market (CARICOM) are scheduled for late August. Meetings are also planned with the Association of South-East Asian Nations (Indonesia, Malaysia, the Philippines, Singapore and Thailand) as well as Japan, Australia and India. Discussions on individual issues will be held in Geneva and elsewhere as the need arises.

In addition to consulting with Congress, the Administration is continuing to carry out to the fullest extent possible its obligations to consult with the private sector. The Advisory Committee for Trade Negotiations will meet Aug. 17 in Los Angeles to review the situation in light of recent developments. It is currently anticipated that there will be two rounds of meetings of the Industry Sector Advisory Committees before yearend. Among the issues to be addressed will be the U.S. tariff and nontariff requests, exceptions to the tariff-reduction formula, and draft texts developed for multilateral codes.

In addition, the Trade Policy Staff Committee has again invited the public to submit views on issues under consideration in Geneva.

This opportunity is being provided so that the public may supplement and update the views expressed at earlier hearings or through other channels, in light of the economic developments of the past two years. Information is especially sought now on tariffs, and nontariff measures, including: subsidies and countervailing duties; quantitative restrictions upon trade and import licensing procedures; standards, packaging and labeling; customs valuation, nomenclature and procedures; and government procurement. Other matters of importance are safeguards and improvements in the framework of international trading rules.

Submissions should be addressed by Sept. 1 to: Secretary, Trade Policy Staff Committee, Office of the Special Trade Representative for Trade Negotiations, 1800 G Street, NW., Room 728, Washington, D.C. 20506, telephone 202-395-3395.

Helping Those Left Behind By U.S. Economic Growth

WHITE HOUSE CONFERENCE WILL SEEK ANSWERS TO PROBLEMS PRODUCED BY UNEVEN PROGRESS

"If your head were in the freezer and your feet in the oven, the fact that your average temperature was 98.6° F. would not mean much from a policy point of view. You are in trouble at both ends."

This is how Commerce Secretary Juanita M. Kreps illustrates the problem to which next year's White House Conference on Balanced National Growth and Economic Development will be seeking solutions.

"Nor if your average temperature happened to be 97°," she continues, "would it solve the problem to fiddle with the room thermostat.

"By analogy even when low rates of unemployment are reached on average across the nation, many areas still have less than full employment because of structural barriers to economic growth or problems that impact particular groups in our society. At the same time other places may be suffering the problems that go with growth that is too rapid."

The White House Conference, to be held in Washington early next year, will be structured around six themes.

First, *what should be public policy toward areas with declining or lagging economic bases?* Differences exist in the growth rates, levels, and makeup of economic development among and within regions. The nation must decide how to address and resolve these differences in ways which contribute to national well-being.

Second, *what should be the federal role in providing assistance to local governments with depleted revenue bases and inadequate public services?* These problems, which affect large urban centers and many remote rural areas throughout the country, have been particularly severe in the Northeast and Midwest.

Meeting the challenge of growth and development in the years ahead will mean questioning patterns of behavior which were developed in response to earlier, different needs, and adjusting to the realities of limited resources.

Third, *what should public policy provide with respect to employment opportunities for persons who are unemployed or underemployed because of mismatched skills, inaccessible jobs or other structural problems?* What should the Federal Government do with respect to groups which have been chronically underemployed? "Recently, in New York, we were reminded that a hot summer, 40 percent unemployment and a power failure can rekindle something like the civil disturbances of the 1960s," says Mrs. Kreps. "We are told that there is no excuse for looting and arson. But, there is no excuse for a 40 percent unemployment rate either. When the ghetto has its head in the oven, it is not helpful to speak of national unemployment rates that are cooler.

Disparity widens

"Lest we forget, we are a long way from achieving economic and social justice. When George Bernard Shaw observed that 'lack of money was the root of all evil' he put his finger on a major part of our problem." Despite some recent, hopeful signs, the median income disparity between those living in central cities and those living in suburbs is widening. In 1959, central city median family income was 88.6 percent of the median for families outside central cities. In 1975, it had dropped to 80.6 percent.

Fourth, *what should public policy be toward the uneven impacts of federal programs and activities—grants, loans, procurement of goods and services, location of facilities, tax incentives and regulations—on the distribution of economic activity and population settlement?* We are beginning to understand the complex, indirect, often unanticipated results of government activities on state and national economic growth. Should we not attempt to coordinate these activities with explicit national growth policies and private investment?

Fifth, *how can government institutions and processes be adapted to address problems which cut across jurisdictional boundaries, departmental lines and levels of government?* If we are to seek better solutions to economic and social problems at the state and local levels, we must ensure that our governmental mechanisms are adequate.

Finally, *how should public policy an-*

WHY A WHITE HOUSE CONFERENCE?

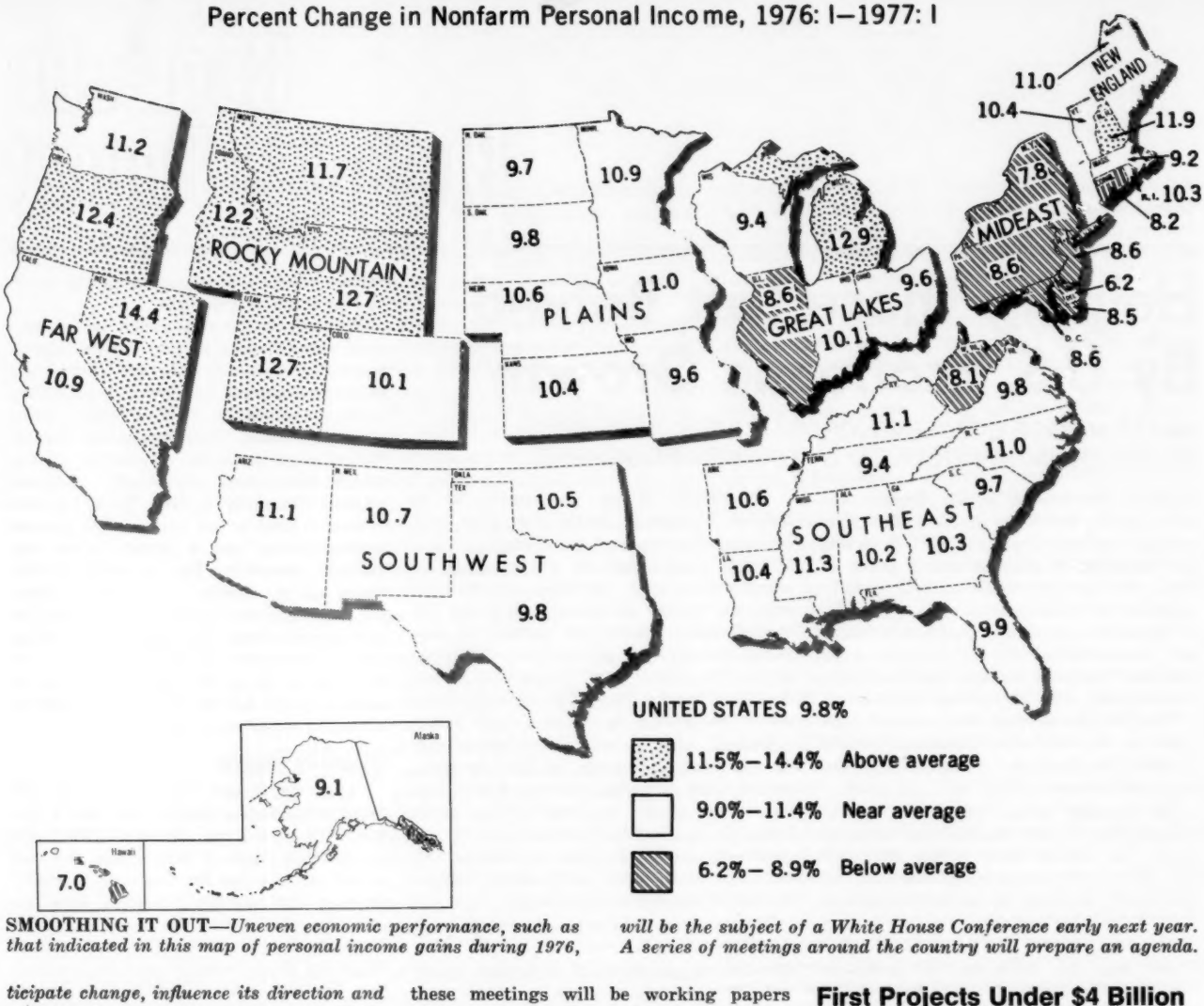
We need to provide jobs for a growing work force—our labor force increased by three million people within the last year—so that all of our people who want to and are able can work to create a better life for all Americans. The economy is improving and unemployment is down almost a full point since its peak last November, but much remains to be done if future recessions, high inflation and high unemployment are to be prevented, and if we are to make real progress in getting the remainder of our people back to work.

Balanced growth does not mean neglecting the environment or making our energy problems worse. We must make wise use of our nation's land, water and energy resources. We must also remain sensitive to the wide variations in local and regional resources, needs and economic conditions so that our national economic progress will not be at the expense of any one group or area.

This Conference is an important opportunity for citizens' organizations, public interest groups, labor and business representatives, and state and local officials to recommend ways in which my Administration can work toward balanced economic growth and development in the years ahead.

I have asked Secretary of Commerce Juanita M. Kreps to coordinate the efforts of her department with those of the Departments of Agriculture and Housing and Urban Development, and other Departments and Agencies in preparing for this Conference.

JIMMY CARTER



SMOOTHING IT OUT—*Uneven economic performance, such as that indicated in this map of personal income gains during 1976, will be the subject of a White House Conference early next year. A series of meetings around the country will prepare an agenda.*

ticipate change, influence its direction and mitigate its adverse consequences? "Life daily grows more complex," the Secretary says, "but to yearn for a return to simpler days is idle. Rather, we need more effective ways to anticipate social, economic, and technological changes and to direct their course for the public good." These changes now take place largely within a framework of multiple national objectives. We demand not only an acceptable rate of growth and level of development, but also measures that protect the natural and man-made environments and preserve critical resources. Our present structures and systems may prove inadequate for setting priorities among these objectives, for establishing realistic goals and identifying the tradeoffs involved with reconciling conflicting objectives.

A first step

The White House Conference will be a first step in this discussion.

A series of meetings late this summer and early fall will consider the six basic themes outlined above. The results of these meetings will be working papers which in turn will provide the basis for Conference debate.

The Conference will include delegates from every walk of life—elected officials and private citizens, working men and women, environmentalists, and consumers—a cross-section of the nation. Because the recommendations sent to President Carter will concern the economic well-being of individuals, communities and states, the Conference will be taking on some of the most controversial issues of our day. Can the different levels of government cooperate in long-range policy-making? Can we find areas of consensus on many of these politically charged issues? Can we find ways to combine the National Government's fiscal resources with the states' governmental powers in such a way as to promote viable cities, older suburbs and rural areas?

"We have an ambitious agenda," says Secretary Kreps. "Although we should not be excessively optimistic, our efforts can surely point the way, provided we continue the dialogue."

First Projects Under $4 Billion Public Works Plan Approved; Poverty Pockets Get Priority

The first 15 projects funded under the recently-enacted $4 billion federal Local Public Works program have been approved. Construction will begin within 90 days of approval, to generate jobs for area residents and stimulate local economies.

Commerce has also designated "pockets of poverty" which will receive special allocations under the program.

The public facility projects approved by Secretary of Commerce Juanita M. Kreps represent $11 million in federal grants, and are typical of the types and locations of projects to be funded under this program. They are the first of an estimated 7,000 to 8,000 projects that will be approved by Commerce's Economic Development Administration (EDA) during the next two-and-a-half months. All $4 billion will be obligated by the end of this fiscal year—September 30.

"They were selected by local officials familiar with area needs—not by federal

officials in Washington," Secretary Kreps said.

She observed that the 15 projects approved are going to areas ranging from 680 to 7,481,613 in population. "Today's action should demonstrate that this program will benefit communities of all sizes. Both rural and urban areas—those with populations below 2,500 and above 250,000—will receive an appropriate share of the available funds."

Under this program, funds already have been allocated to states, counties, and communities based on the magnitude of their unemployment. Projects from jurisdictions that did not receive planning allocations on their own—such as some smaller areas—are eligible to be funded under state or county planning allocations.

Secretary Kreps emphasized that the allocations are based on the degree of unemployment. Accordingly, the allocations do not in many cases coincide with the number and dollar value of the project applications which did not receive funds under last year's $2 billion round of this program. In some cases the allocations are larger or smaller than the amount requested. To the extent appropriate, however, last year's applications are being used.

The average of the unemployment rates for the projects announced was 9.7 percent. This is a major improvement from the earlier $2 billion round of this program, when 30 percent of the funds went to areas with unemployment rates below the national average.

In a major reversal of the policies employed in last year's $2 billion round of the program, allocations also have been structured to insure a more equitable geographic distribution of funds and greater participation by different levels of government. The Secretary said that more applicants and areas will be reached since 7,000 to 8,000 projects are expected, as compared with 2,000 under the earlier round.

"All 50 governors have received allocations under this round for use in funding projects of priority to their states" she added, noting that only 15 state governments received funding for their projects under last year's program.

Counties and cities are also faring better. More than 900 counties are participating directly in the program, as compared with approximately 200 in the earlier effort. Similarly, 98 of the 100 largest cities are participating—a substantial improvement over the 62 that received funds under last year's program.

"The program is creating jobs at a time when industrial and commercial construction is lagging and, concurrently, providing useful public facilities that will be a legacy to future generations," the Secretary said.

The approved projects are:

Antler, Okla., $189,000, Civic center;

Bronson, Mich., $367,000, Garage, storage bldg.;

Carver, Mass., $458,000, Police and fire complex;

Chillicothe, Ohio, $127,200, Street interchange;

Grayson County, Tex., $246,000, Health center at Denison;

Haledon, N.J. Bd. of Ed., $514,000, Educational facilities;

Pool Bid Evaporates

Public works planners in a drought-stricken California county have been urged to go back to their drawing boards. Marin County's application for more than $1 million to build a swimming pool under the Federal Local Public Works Program has been denied.

Commerce's Economic Development Administration, which is administering the Local Public Works Program and the Community Emergency Drought Relief Program, urged Marin County to submit applications for other projects within the county's $1,244,000 planning target. The agency suggested that the county give careful consideration to projects related to drought needs.

Approving the pool would not be appropriate given the continuing drought and the $7 million in drought relief aid recently provided to the area, EDA decided.

Hot Springs, Ark., $397,000, Water systems;

New Orleans, La., $1,400,000, Recreation center;

New York City, $4,791,000; Sewer and water lines for Staten Island;

Philadelphia, Pa., $709,000, Renovate Riverview Home for Aged;

Placer County, Calif., $470,000, County offices;

Randolph County, W. Va., Bd. of Ed., $332,000, Renovate and expand Elkins High School;

Ripley, Tenn., $134,000, Storm drainage;

Sedro Woolley, Wash., $566,000, Rehabilitate sanitary sewers;

Steele, N.D., School Dist. 26, $293,000, Recreation complex.

In a related development, Secretary Kreps has approved $121,586,000 in planning allocations for "pockets of poverty" located in 109 cities under the $4 billion federal Local Public Works Program.

Secretary Kreps stated, "The pocket-of-poverty provision was included by the Congress in the Local Public Works legislation to permit funding in cities that have high unemployment sections even though unemployment measured on a city-wide basis is not sufficient for general eligibility under the program. An example, she added, is Fort Worth, Texas, where the city's unemployment rate is 5.2 percent, while at the same time there is a pocket within the city having a population well in excess of 50,000 persons and an unemployment rate of almost 9 percent.

Cities and townships of 50,000 population and over are eligible to identify pockets and compete for pocket-of-poverty funds if they are not otherwise receiving a planning target under Round II of the program. This could occur either because the city's unemployment level is below 6.5 percent (or below the state unemployment rate, whichever is lower) or because the city does not receive a planning target, even though it is eligible, because of its low unemployment distress relative to other areas in the state.

How to qualify

In order to qualify as a pocket-of-poverty, an area must be contiguous, must contain at least 4,000 residents, and must demonstrate an unemployment rate of at least 8.5 percent. In some cases a waiver has been given for states in which a sufficient number of pockets having an 8.5 percent unemployment rate could not be identified.

In calculating the planning target of each pocket of poverty within a state, EDA used the formula according to which 65 percent of the funds available are distributed to eligible areas on the basis of the number of unemployed persons in the pocket, and the remaining 35 percent is distributed on the basis of the unemployment rate in the pocket. In addition, pocket-of-poverty planning targets were adjusted to account for grant awards in each city during the first round of the program earlier this year.

Using the pocket-of-poverty planning targets as a guide, the cities were given 28 days in which to set priorities for projects to be located within the identified pocket. EDA will fund eligible projects up to the amount of the planning target.

In some states a portion of the funds originally set aside for pocket-of-poverty areas was not assigned in planning targets because not all cities eligible to identify qualified pockets actually did so. In California, for example, 24 cities were invited to submit pockets, but only ten cities were able to identify qualified areas. EDA will re-allocate these funds within the state according to policies now being developed.

The Secretary noted that grants are already being awarded by the agency and approvals will continue at a rate of approximately 1,000 per week for the next two months.

The cities are located in 34 states.

KEY BUSINESS INDICATORS

QUARTERLY SERIES

Indicators	IV Qr76	I Qr77	II Qr77	Percent Change From Year Ago
GROSS NATIONAL PRODUCT (bil.$) annual rate	1,755.4	1,810.8	1,869.0	10.5
REAL GNP—percent change annual rate	1.2	7.5	6.4	4.7
CORPORATE PROFITS [1] annual rate	123.1	125.4	—	—0.8
OUTPUT PER HOUR—percent [3] change, annual rate	0	6.1	—1.8	1.8
UNIT LABOR COST—percent [3] change, annual rate	8.7	5.3	8.2	7.0
PERSONAL INCOME (bil.$) annual rate	1,432.2	1,476.8	1,520.1	11.2
DISPOSABLE PERSONAL INCOME (bil.$) annual rate	1,222.6	1,252.4	1,295.2	10.3

MONTHLY SERIES

Indicators	May	June	July	Percent Change From Year Ago
RETAIL SALES (bil.$)	59.2	58.4	58.7	9.3
CONSUMER PRICE INDEX [3] percent change	0.6	0.6	—	6.9
WHOLESALE PRICE INDEX [3] percent change	0.4	—0.7	—	6.2
NEW FACTORY ORDERS (bil.$)	111,693	112,140	—	13.2
FACTORY SHIPMENTS (bil.$)	109,458	110,985	—	12.0
BUSINESS INVENTORIES (bil.$)	313.1	—	—	9.6
INVENTORY/SALES RATIO	1.46	—	—	—2.7
INDUSTRIAL PRODUCTION [2] (1967 = 100)	137.6	138.6	—	6.5
HOUSING STARTS annual rate (mil. units)	1.95	1.83	—	22.8
CIVILIAN LABOR FORCE [3]				
(thousands)	97,158	97,641	97,305	2.2
Employed	90,408	90,679	90,561	3.2
Non-farm	87,022	87,341	87,348	3.4
Farm	3,386	3,338	3,213	—3.6
Unemployment Rate (percent)	6.9	7.1	6.9	*
EXPORTS (mil.$)	10,395	10,112	—	4.0
IMPORTS				
F.A.S. transaction value	11,616	12,932	—	27.4
C.I.F. value	12,404	13,810	—	26.1

ALL DATA SEASONALLY ADJUSTED
Original data from the Bureau of Economic Analysis and the Bureau of the Census except as noted. **As of Aug. 9, 1977**
[1] Including inventory valuation and capital consumption adjustments.
[2] Federal Reserve Board.
[3] Bureau of Labor Statistics.
* Unemployment rate in July 1976 was 7.8 percent.

Program Will Steer U.S. Firms To Energy-Saving Procedures From Abroad

What if a European machinery manufacturer has been using special welding equipment, undiscovered in the United States, that cuts the welding time—and electrical costs—by one-third.

Or, an Asian textile firm has developed a synthetic fabric requiring far less energy input than comparable U.S.-made fabrics.

Or, a British manufacturer has developed a highly efficient boiler with broad residential and commercial applications.

Impossible, with the supremacy of American technology?

Not really!

American technology has only recently turned its attention to reducing energy consumption in processes, equipment, and products. But for many years, higher energy costs in industrialized nations have required greater attention to energy efficiency than in the United States.

For example, energy use per capita in some countries is roughly half that of the United States. Per capita use in transportation and industrial uses ranges from one-fourth to over one-half that of the United States. Interestingly, the total energy use in the U.S. in relation to national income is significantly greater than in many nations, suggesting that continued U.S. economic growth and improvement in the standard of living can be realized without an automatic rise in energy consumption.

Energy's increasingly high cost has made it essential for American businesses to conserve energy, not only to hold down their operating costs but to help conserve a considerable amount in order to assure future supplies. In order to maintain their competitive edge, many of these businesses are beginning to seek out information on energy-efficient processes and equipment not yet introduced to America, but already in use abroad.

A new effort designed to assist businesses in obtaining such information on foreign energy technology has been launched by Commerce's Office of Energy Programs, in cooperation with the Energy Research and Development Administration's Division of Industry Energy Conservation.

The plan calls for information to be gathered regularly on existing foreign technology, products, processes, equipment and machinery with unusual or unique energy-saving features. As promising ventures are identified, U.S. businessmen will be alerted and asked to contact the foreign manufacturer directly in order to arrange licensing for U.S. manufacture, joint ventures or other commercial arrangements.

The program's feasibility will be tested by a data survey conducted through selected Foreign Service posts. Two approaches are under consideration: the first would center on one or more energy intensive industries (e.g., glass, aluminum) with the aim of identifying energy-efficient technologies in these industries. Under this approach, the data gathered would be disseminated to appropriate U.S. industry officials to stimulate licensing or other arrangements needed to adapt the process domestically.

The second approach would be to canvass a specific geographic area for items of general interest. This approach would focus on products and processes available for sale or license to a variety of U.S. industries, and the information would be disseminated through a published periodical.

In either case, American business will be receiving the benefit of proven and available energy-efficient items and techniques.

New Book Emphasizes Need For Investment

In *Capital For Productivity And Jobs*, seven authorities explain how economic instability, inflation and unemployment are major causes of reduced investment and show what might be done to ensure more appropriate levels of prosperity-inducing investment.

The contributors explore such issues as the outlook for investment in housing, business, education, and research and development. In addition, they examine prospects for restructuring the U.S. federal tax system and redesigning government regulations to encourage greater productivity and saving.

The editors are Eli Shapiro, Sloan professor of management at MIT, and William L. White, professor of business administration at the Harvard Business School.

The book, priced at $11.95 in hardback, $5.95 in paperback, is available from the publisher, Prentice-Hall, Inc., Englewood Cliffs, N.J. 07632.

Data On Non-Ferrous Metals Available In New Yearbook

The *1976 Non-Ferrous Metal Data* yearbook is now available. Published since 1920 and formerly called the *Year Book of the American Bureau of Metal Statistics*, it provides world-wide data on copper, lead, zinc and other non-ferrous metals. It has some 180 statistical tables covering 1976 and prior years for mine, smelter and refined production, consumption, stocks, imports, exports, published prices and other essential metal statistics.

The yearbook may be ordered for $15.50, postpaid within the United States, from the American Bureau of Metal Statistics Inc., 420 Lexington Ave., New York 10017.

Foreign Investment Seen Posing No Problem For U.S. Energy Industry

Heavy investments from abroad in the U.S. energy industry do not represent any major departure from traditional ownership patterns in the industry . . . and they amount to a drop-in-the-bucket compared to the magnitude of U.S. energy investments abroad.

Foreign direct investment in U.S. energy industries almost doubled from $14.9 billion in 1971 to $26.7 billion in 1975, but there is no evidence that OPEC countries have invested in U.S. energy sources and supplies, according to a report recently-issued by the Federal Energy Administration.

The report concludes that most of the $26.7 billion investment is by Western European and Canadian companies and that this ownership is small compared to U.S. energy investments in other countries.

Foreign direct investment in the U.S. petroleum industry, however, is growing. In 1975, it was $8.2 billion, or 30.7 percent of all foreign direct investment, up from 22.3 percent in 1971. Most of the current holdings are in so-called downstream operations such as refining and marketing.

In the U.S. nuclear industry, less than 1 percent of the total nuclear reserves and 6 percent of the total uranium ore production are held by foreign-owned companies.

Eighteen companies, either foreign-owned or joint ventures with U.S. firms, are exploring for uranium in the United States.

In the coal industry in 1974, eight foreign-owned or partially foreign-owned companies mined 2.8 percent of U.S. production, or 16.7 million tons of coal.

Although the report found no commercialization of alternative fuels by foreign-owned companies, several firms are involved in exploring for and developing oil shale and geothermal energy resources, and in demonstrating solar energy technologies.

The United States has traditionally maintained an "open door" policy toward foreign investment in its economy.

Following the oil embargo of 1973 and the subsequent accumulation of large oil revenues by oil-exporting countries, concern grew in Congress over the extent of foreign investment. The 1974 Federal Energy Administration Act requires FEA to review foreign investment in domestic energy industries and to continue monitoring the influence and control exercised by foreign ownership.

Foreign direct investment is defined as the direct, indirect, or a combination of direct and indirect ownership of 10 percent or more of the voting stock of an incorporated or unincorporated U.S. business enterprise.

RECYCLED OIL MAY HELP SOLVE FACTORIES' ENERGY PROBLEMS

Remember that filthy old used oil which plant managers and service stations had such trouble disposing of? Before too long, many American factories and homes may be reusing the suddenly-precious fluid if a project at Commerce's National Bureau of Standards yields the desired results.

NBS has teamed up with the Association of Petroleum Re-refiners (APR) to study the recycling of used oil.

APR is sponsoring a chemist with 20 years of experience in the field to work with scientists in the NBS Recycled Oil Program. Robert Pedall has taken a year's leave of absence from the Motor Oils Refining Company of Illinois to work as a research associate at NBS.

Research associates are trained scientists and technicians sponsored by industrial companies and trade and professional organizations to work at NBS on special projects of mutual interest to the sponsor and NBS. (See the Aug. 16, 1976, issue of this magazine for a full description of the Research Associate Program.)

The Energy Policy and Conservation Act of 1975 directs NBS to develop test procedures which can be used to establish the "substantial equivalency" of recycled oil with virgin oil for each potential use.

These test procedures will be provided to the Federal Trade Commission (FTC), which will then remove certain labeling requirements for recycled oils which can pass the tests, placing them in a stronger competitive position in the marketplace. Currently, the FTC requires products made from used oil to be labeled "made from previously used oil." These labeling requirements were instituted to protect consumers from the inferior products that some oil recyclers put out in the 1940s and 1950s. These products are largely gone, but many people still doubt the quality of recycled oil and won't buy it.

"The work is extremely complicated," says Donald Becker, manager of the Recycled Oil Program. "In short, NBS is being asked to provide test procedures that can be used to determine if a recycled oil intended for a particular end use is as good as the virgin product."

Recycling waste oil combines energy and resource conservation with environmental protection. Used oil from cars, gas stations, and manufacturing plants usually goes to waste and ends up in landfills and rivers where it can create a serious environmental hazard.

If this oil were reused, nearly 70,000 barrels a day could be saved, according to the Federal Energy Administration. Technologically, this can be done.

The first task being addressed in the NBS program is the development of a set of test procedures for used oil to be recycled and furnished as fuel oil. About 50 percent of the used oil generated in the country is burned. From the fuel oil area, the program will move on to re-refined motor oil.

THE SECOND TIME AROUND—*Research chemist Robert Pedall is seeking to establish whether recycled oil intended for a particular use is as good as the virgin product. He has taken a year's leave of absence from the Motor Oils Refining Co. of Illinois to work as a research associate at Commerce's National Bureau of Standards.*

In a related development, Reynolds Aluminum Recycling Co. has announced record collections by its consumer recycling program in the first half of 1977.

Almost 60 million pounds of aluminum were received through the company's more than 800 collection points. This is equivalent to nearly 1.4 billion all-aluminum beverage cans or more than 50 per cent of the cans the company manufactured. Consumers received over $10 million for the returned material.

The company points out that recycling has taken on an additional benefit with the energy shortage, because each time aluminum is recycled, it saves 95 per cent of the energy required to make primary aluminum. The almost 60 million pounds Reynolds recycled in the first six months of 1977 saved at least 390 million kilowatt hours of electrical energy. It also saved the need of mining and importing about 240 million pounds of bauxite.

Since Reynolds began its recycling program ten years ago, it has recycled over 400 million pounds of aluminum or nearly nine billion all-aluminum beverage cans, and paid consumers $56 million. It operates 72 permanent recycling facilities and approximately 150 mobile units covering over 800 collection points in 45 states and the District of Columbia. Consumers may locate their nearest Reynolds recycling facility by calling toll free 800-243-6000. In Connecticut the number is 800-882-6500.

New Regional Commission To Spur Economic Health On Border With Mexico

The Governors of four Southwest states met recently in San Diego to inaugurate the Southwest Border Regional Commission, the newest of the special Commerce-administered units being set up to assist regions of the country with especially persistent economic problems.

Governors Raul Castro of Arizona, Jerry Brown of California, Jerry Apodaca of New Mexico, and Dolph Briscoe of Texas formally launched the new organization, which covers 36 counties along the Mexican border from San Diego, California, to Brownsville, Texas.

The Southwest Border Regional Commission joins seven other regional commissions organized under Title V of the Public Works and Economic Development Act of 1965, which is administered by Commerce's Economic Development Administration.

The regional development program seeks to promote economic development in a designated region by reducing or removing obstacles to growth through planning, research, technical assistance, grants for facilities in support of long-range growth and demonstration programs consistent with multi-state planning.

"The Regional Commission should make a major contribution toward solving the serious economic problems that occur along the U.S. side of our border with Mexico," said Cristobal Aldrete, who will serve as Federal Cochairman of the Commission.

Director Clarifies OMBE's Role In Troubled Program

Because of public confusion over the role Commerce's Office of Minority Business Enterprise plays in the Small Business Administration's (SBA) 8(a) program, OMBE Director Randolph T. Blackwell is trying to clarify the situation.

"There is a general misconception," Blackwell said, "that the 8(a) program is an OMBE-operated program. This is not correct," he said. "The 8(a) program is operated by SBA, an independent federal agency. Its authority is contained in Section 8(a) of the Small Business Act of 1953 and the contract set-aside action applies to all small businesses eligible under the provisions of the statute, not just minority businesses."

The program allows the SBA Administrator to broker contracts between government agencies and small businesses without competitive bidding.

Recent Senate hearings have produced reports of irregularities in the program.

Blackwell said OMBE was instrumental in having the program specifically extended to minority business people after OMBE was formed in 1969, and that "we are proud of our accomplishments although we would like to see the program expanded." He said OMBE has no record, nor have there been any allegations, that any business people entering the program through OMBE have been involved in illegal activities while participating.

Blackwell pointed out that although OMBE introduces business people to the program, it is SBA's responsibility to certify them as eligible. Once so certified OMBE accepts this as evidence of eligibility to participate.

"We regret that SBA Administrator Vernon Weaver felt impelled to suspend new 8(a) entrants although we understand his position," Blackwell said. "We will attempt to fill the gap by accommodating as many entrepreneurs as we can in search of other set-aside type contracts."

Black Opinions Covered By Survey

Black Americans are participating in American life as voters, consumers, and in other areas of influence. Market researchers, industry executives, social and political scientists and others who need to know what blacks think can find some of the answers in the *ACRA Black Opinion Survey*.

Associate Control Research and Analysis, Inc. (ACRA) is a private, minority-owned research firm based in Washington. The continuing survey covers a sample representing the entire black population of the United States.

The 1976 version covers a wide range subjects, such as employment, leisure and consumer preferences, education, health, social services and public safety.

Copies may be ordered, priced at $30 each, from ACRA Black Opinion Survey, Suite 308, 1000 Vermont Ave., NW., Washington, D.C. 20005.

Purchases From Minority Firms Topped 1976 Target

Sales of minority firms to National Minority Purchasing Council member companies reached $797 million during 1976, topping its goal of $750 million.

Council Chairman Augustine R. Marusi said last year's sales equalled a 55 percent increase over 1975's $514 million total. Marusi, chairman and chief executive officer of Borden, Inc., said the sales figures were based on reports from the Council's affiliates in 33 cities.

"We are pleased that our regional network exceeded its goal for 1976. Based on this increase, we are confident we can achieve $1 billion in purchases from minority suppliers in 1977," Marusi said.

The National Minority Purchasing Council is a not-for-profit corporation founded in 1972 by Commerce's Office of Minority Business Enterprise (OMBE) and a group of business executives.

Nearly 1,000 major companies participate in the Purchasing Council program, including 300 of the Fortune 500.

OMBE Director-designate Randolph T. Blackwell called the 1976 sales increase an encouraging sign of industry's commitment to the use of minority suppliers. "In recent years we have seen a trend away from dependence on government markets for minority firm sales as more of these companies are accepted in the private marketplace," he said.

Corporations Get Advice On Minority Business Aid

Corporations interested in assisting minority enterprises can learn details of successful programs from a new brochure, *Minority Enterprise Corporate Involvement*, from Commerce's Office of Minority Business Enterprise.

The brochure describes Commerce programs, such as Business Development Organizations, the National Minority Purchasing Council, Minority Enterprise Small Business Investment Companies, a technology utilization program, Business Management Fellowships, and many others.

The brochure is available without charge from OMBE Regional Offices. The offices in Chicago, New York and San Francisco are in the same buildings as the Department of Commerce District Offices (see inside back cover). In Atlanta, the address is 1371 Peachtree NE., Suite 505, Atlanta, Ga. 30309. In Dallas, the address is 1412 Main St., Suite 1702, Dallas, Tex. 75202. In Washington, the address is 1730 K St. NW., Suite 420, Wash., D.C. 20006.

Philadelphia's Hispanic Shopping District Gets Revitalization Aid

Philadelphia's traditional Hispanic commercial district is coming back to life with some help from the city and a local business development organization supported by Commerce's Office of Minority Business Enterprise (OMBE). The Hispanic business district has grown in four years from 30 stores on one block to 120 businesses in three blocks and part of a fourth.

The revitalization project is being spearheaded by the Spanish Merchants Association of Philadelphia. The primary aim is to improve the area's business mix to better serve its heavily Hispanic community.

The Spanish Merchants Association has developed 11 new businesses valued at $500,000. Some of these, including a new supermarket, a clothing store and a discount store, are the first businesses of their types owned and operated by Hispanics in Philadelphia.

Eight retail firms will occupy the Golden Block Mall, a one-block Hispanic-owned mini-mall located within the commercial district. Combined sales of these firms are expected to total $1 million. The stores will occupy the lower level of the two-story mini-mall. The developers have leased the entire second floor to a social service agency operated by the Catholic Church.

The city of Philadelphia provided $425,000 for site improvements in the area. The Spanish Merchants group was instrumental in securing approval of the grant funds by the city's Economic Development Projects Committee.

Support has also come in the form of investment by the private sector. One bank has already invested $2 million in area retail firms over the past two years. The bank has also committed $500,000 for mortgage and rehabilitation loans for surrounding homes.

OMBE Director Randolph T. Blackwell called the project a good example of how his agency can work with public and private investors to help insure productive and long-lasting ventures.

"We do this at the local level through locally based organizations like Philadelphia's Spanish Merchants Association. There are more than 250 similar OMBE-supported groups in cities around the country each of which are specialists in local minority business conditions and needs," Blackwell said.

The Office of Minority Business Enterprise first contracted with the Spanish Merchants Association in 1972. Currently the agency is operating under a one-year OMBE contract in the amount of $120,098 which goes to help offset operating costs of the organization. Its staff provides a variety of business support services including management and technical assistance, loan packaging and marketing research.

Communications Industry Replaces Manufacturing As Keystone Of U.S. Economy

To a great extent, the U.S. economy has shifted from one based on manufacturing to one based on the transfer of knowledge.

That is the major conclusion of a report just released by Commerce's Office of Telecommunications, which says that 46 percent of the nation's GNP is now tied to the production, processing or distribution of information.

It also found that nearly half of the work force is engaged in work pertaining to information, and these workers take home 53 percent of the nation's total wages.

In announcing the release of the nine-volume report, *The Information Economy*, Office Director John M. Richardson commented, "Its findings give us a precise understanding of the place information activities fill in the economy."

The project contains a formal set of National Income and Product Accounts which permit measurement of the information sector's contribution to GNP. Also, special statistical data document the interrelationships among information and non-information activities.

The first two volumes of *The Information Economy* are most critical to an understanding of the analysis. Volume one (Definition and Measurement, 265pp., $4) contains the study's major findings, and volume two (Sources and Methods for Measuring, 188pp., $3.25) discusses the 25 major industries that make up the primary information sector.

Other volumes are: III Interindustry Transactions Matrices (1967), 58pp., $2.10; IV The Technology Matrices (1967), 117pp., $2.75; V The "Total Effect" Matrices (1967), 117pp., $2.75; VI Labor Income by Industry Matrix of Employee Compensation (1967), 100pp., $2.50; VII Labor Income by Industry Matrix of Employee Compensation (1970), 91pp., $2.30; VIII National Income, Workforce and Input-Output Accounts, 91pp., $2.30 and, IX User's Guide to the Complete Data Base, 77pp., $2.20.

The entire report series may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Quality Control Courses Scheduled In Five Cities

Seven different short courses in Quality Program Management will be offered in Milwaukee and four other cities between September 1977 and June 1978 by the American Society for Quality Control.

The subjects are: Reliability Engineering (new this year), Quality Engineering, Managing for Quality, Probability and Statistics for Engineers and Scientists, Managing the Inspection Function, Quality Audit—Development and Administration, and Managing Quality Costs.

All but the Managing for Quality course will be given in Milwaukee. That course is scheduled for San Francisco, Clearwater Beach, Fla., and Minneapolis. The Quality Engineering course will be given in Milwaukee, at California State University in Northridge and in Clearwater Beach.

For a brochure describing the courses and giving the dates, fees and registration procedures, contact: ETI Registrar, American Society for Quality Control, 161 W. Wisconsin Ave., Milwaukee, Wis. 53203 (414-272-8575).

Map Gives Per Capita Retail Sales For Counties

A new color map showing per capita retail sales by county has been published by Commerce's Bureau of the Census.

Per capita sales totals, by county, are shown in seven amounts ranging from less than $1,000 to $2,500 or more.

The map measures 30 by 42 inches and is based on data from the 1972 Census of Retail Trade and the Bureau's 1973 population estimates as published in the Current Population Reports.

Single copies of *Per Capita Retail Sales in the United States By Counties: 1972*, Series GE-50, No. 71, are available for $1.20 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce District Offices.

Call For Papers On Energy Issued

The Fifth Energy Technology Conference is seeking papers in keeping with its theme Putting Technology To Work. The previous conferences have relied exclusively on invited papers, but to broaden the informational value of the meeting, interested persons are requested to offer papers for consideration.

Those submitting papers are asked to observe the following guidelines: All papers must be new and not presented at a national meeting prior to the conference (papers presented at local meetings are acceptable). September 14, 1977, is the deadline for submission of the paper title, a 100-word abstract and a brief biographical sketch. (For program purposes, letters and spaces in the title must not exceed 50.) For papers with more than one author, a single one must be designated for oral presentation.

Three copies of the title, abstract and biography should be sent to: General Chairman Thomas F. P. Sullivan, Government Institutes, Inc., 4733 Bethesda Ave., NW., Washington, D.C. 20014. Authors will be notified of program committee decisions by October 30, and final papers are due February 1, 1978.

Petroleum Export Controls Extended For Indefinite Period

Export controls on petroleum and petroleum products will remain in effect until specifically modified or rescinded. The Department of Commerce has dropped its practice of extending the controls on a quarterly basis for reasons of administrative convenience. However, the Department will continually review the need for such controls or for changes in them. Individual exporters will continue to be ad vised of their quota entitlements at the beginning of each calendar quarter.

Export quotas for the third quarter were set at a total of 9,007,124 barrels, or 98,664 barrels per day. These figures are slightly larger than in previous quarters because they reflect the findings of the Department's recent audit of naphtha exporters' Past Participation Statements.

The Department also said that interim regulations announced April 7 concerning petroleum asphalt and paving mixtures have been adopted as final.

Written comments regarding the regulations are solicited on a continuing basis.

Interpretations Help Clarify Warranties

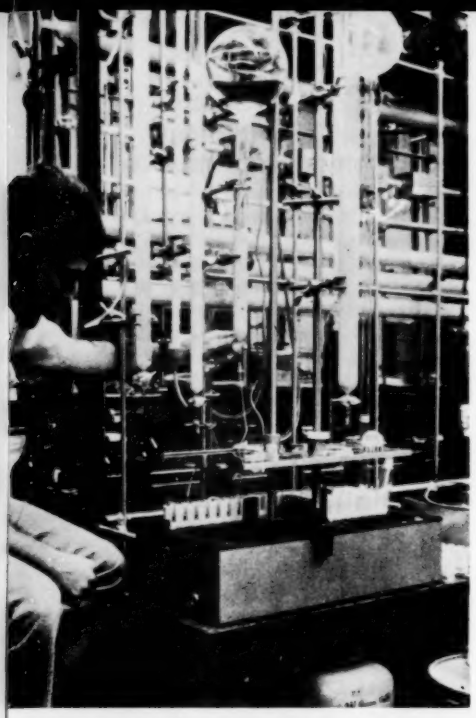
What's in a warranty? To help answer this often confusing question, the Federal Trade Commission has issued some interpretations of the Magnuson-Moss Warranty Act.

The interpretations apply to consumer products distributed in commerce and sold with a written warranty, and are intended to clarify the requirements of the Act for consumers, manufacturers, importers, distributors, and retailers.

Topics include: products covered; date of manufacture; definition of written warranty; parties "actually making" a written warranty; expressions of general policy; designation of warranties; use of warranty registration cards; warrantor's decision as final; duty to install under a full warranty; tying arrangements; written warranty, service contract, and insurance distinguished for purposes of compliance under the Act; and effective date of 16 CFR, Parts 701 (disclosure of written warranty terms) and 702 (pre-sale availability of warranty terms).

The final interpretations in many instances parallel the views the Commission expressed in its June 18, 1975, interim policy statement. Although advisory in nature, failure to comply with the interpretations could result in corrective action by the Commission.

Copies may be obtained from the Public Reference Branch, Room 130, Federal Trade Commission, Washington, D.C. 20580 (202-523-3598).



CANCER ANSWER?—*Dr. Steven Zelenski studies a sponge extract as part of the Sea Grant Program at the University of Oklahoma which is seeking the cures to many of man's diseases from the creatures of the tropical oceans.*

Oklahoma Scientists Seek Cancer Cure From Tropical Ocean Creatures

A team of scientists at the University of Oklahoma, heeding the call of the distant sea, are collecting marine animals that may contain substances helpful in fighting mankind's most pernicious ailments, cancer and heart disease.

Their project has been supported since 1971 by Commerce's National Oceanic and Atmospheric Administration (NOAA), which recently awarded a $100,000 Sea Grant to continue the work. During the years of their research, the scientists have extracted more than 200 chemical compounds which have shown promise in experiments with laboratory animals either as anti-cancer agents or as substances that have an effect on the central nervous system or the heart and circulatory system.

The Oklahoma team first derives crude extracts from specimens they have gathered from tropical coral reefs. After any positive action of the extracts has been confirmed, they are subjected to chemical study to isolate the pure compounds that are potentially useful as drugs.

Thereafter, larger quantities of the compounds are obtained, either by harvesting the animals from which they came or by synthesizing the compounds in the laboratory. The compounds then are referred to interested pharmaceutical companies for clinical studies that are required before a new drug can be introduced.

Marine animals of greatest interest to the scientists include corals, sea whips, sea fans, anemonies, and others low in the evolutionary scale. They also are studying certain sponges because their extracts lower blood pressure and improve the tone of the heart muscle. Natural and synthetic chemical compounds having these properties are potentially useful in treating hypertension and heart disease.

Although the search for these drugs starts with animals found in the marine environment, it is unlikely that they will be the ultimate source of any useful drugs that may be discovered. The Oklahoma scientists explain that, after the structures of the compounds are known, it will generally be cheaper to produce commercial quantities by synthesizing the drugs in the laboratory than by obtaining them from natural sources.

Introduction of a new drug normally requires seven to ten years after its initial discovery.

Never Give Up On Cold Water Drowning Victims

If a relative or a friend of yours drowns in cold water, don't give up. He is not necessarily dead, even if he has been in the water half an hour or more.

This is the startling conclusion of a research project carried out at the University of Michigan. The project was supported by the Sea Grant Program of Commerce's National Oceanic and Atmospheric Administration (NOAA).

The research was conducted by Dr. Martin J. Nemiroff, a lung disease and diving medicine specialist at the university. He said that in 13 cases reported to be cold water drownings, that is, in water below 70 degrees Fahrenheit, nine were revived without brain damage or other ill effects.

The most spectacular case was that of an 18-year-old trapped for 38 minutes in a submerged car in a frozen pond. When the youth and a companion were brought to the surface, both had no life signs and were pronounced dead on the scene.

But as the bodies were being loaded into an ambulance, the 18-year-old gave a gasp, a sort of involuntary belch often associated with death. Resuscitation was started immediately. After two hours of resuscitation and 13 hours of respiratory support, the youth regained consciousness. Two weeks later he left the hospital to return to college, where he is now an A student. His companion, whose body made no sounds and was not resuscitated, died.

Dr. Nemoroff says that what saved the youth, and the eight others involved in the study, was the activation after their faces were submerged of an automatic response in mammals, called the "mammalian diving reflex," combined with the coldness of the water.

The reflex allows sea-going mammals to live under water without breathing for up to 30 minutes. It reduces the blood supply to the skin, muscles and other tissues which are resistant to oxygen-loss damage, and reserves the remaining blood oxygen for the brain. Cold water, Dr. Nemiroff explained, also reduces the oxygen need of tissues, further lengthening survival time without external oxygen.

He advised rescue workers and doctors not to give up too easily on cold water drowning victims. Even if they look dead and are cold, blue, not breathing, have no detectable pulse or heartbeat, and fixed and dilated pupils, he recommended that resuscitation be started immediately.

New Definition Would Expand Fishing Vessel Aid

Charter fishing boat owners may be able to obtain funds for construction, reconstruction, or reconditioning of their vessels if a proposed new definition of "fishing vessel" is adopted by Commerce's National Oceanic and Atmospheric Administration.

Under the proposed change in the Fishing Vessel Obligation Guarantee Program regulations, a vessel would qualify for the program if it were documented by the Coast Guard to operate in the fisheries trade, even if it also had documentation in the coastwise trade and was additionally certified to carry more than six passengers for hire.

As the term "fishing vessel" is now defined under existing rules of the program, only vessels earning more than 50 percent of their income from, or spending more than 50 percent of their time catching, fish for sale in commercial channels are regarded as fishing vessels.

The Fishing Vessel Obligation Guarantee Program provides 15-year financing for fishing vessels by guaranteeing private credit up to 75 percent of the cost of vessel construction, reconstruction, or reconditioning.

Introductory Handbook Covers Basic Shipping Information

An introduction to shipping, both for those seeking general knowledge and for the student preparing for examinations, has recently been issued in its fourth edition. *The Elements Of Shipping*, by Alan E. Branch, explains all aspects of shipping, including the political and commercial side effects, with particular stress on economics.

The latest edition gives added emphasis to chartering, containerization and the commercial practices of the industry, as well as containing new chapters on ship management and export practice.

The book, priced at $8.95 for paperback edition, is available from Halsted Press, John Wiley & Sons, Inc., 605 Third Ave., New York, N.Y. 10016.

Computerized Model May Aid Deep-Draft Ships In Restricted Waters

Getting in and out of port is always one of the trickiest parts of an ocean voyage, but two Commerce-sponsored scientists feel that they have solved two of the most perplexing problems of navigating in restricted waters.

Deep-draft ocean-going vessels, designed for efficient performance on the high seas, face dangerous handling problems in harbor channels.

Drs. John B. Herbich and Edward T. Gates of Texas A&M's ocean engineering program claim that critical information needed to design harbor channels for deep-draft vessels (those drawing more than 35 feet) is not available either in textbooks or through formal education.

Sponsored by the Office of Sea Grant in Commerce's National Oceanic and Atmospheric Administration and the U.S. Army Corps of Engineers, they have developed a computerized mathematical model that will allow engineers to determine how a vessel acts in any straight section of a restricted waterway. The model requires only information which is readily available to engineers.

"A major problem," according to Dr. Herbich, head of the university's ocean engineering program, "is that naval architects generally have not considered a ship's behavior in restricted channels in their design decisions. They know how a vessel will act in the open sea, but things are dramatically different in a channel that's only 500 feet wide and 40 feet deep."

To add to the problem, he said, persons who design harbor channels have not had enough information to allow them to understand how a large, ocean-going vessel interacts with the water and the sides and bottom of the channel.

One phenomenon experienced by any vessel while underway is called squat, the lowering of the surface water around and behind a vessel. This causes the ship to lie lower—sometimes by several feet—than the surrounding, undisturbed water. Although squat occurs in the open sea, it is much more pronounced in restricted or shallow waterways, and its effects are more important.

An even more extraordinary phenomenon, which harbor pilots have known about and been plagued by for years, is bank suction. Enormous forces occur when a vessel travels off the center line of a channel, as it typically must in a heavily trafficked waterway. Lateral forces in excess of 450,000 pounds, tending to pull a ship into the closer bank, have been measured in tests run by the Texas A&M scientists.

Such physical restrictions on vessel speed and maneuverability can severely tax the skills of harbor pilots, who must also contend with traffic, obstructions, sea conditions and weather in negotiating their charges in and out of port.

Herbich and Gates hope their mathematical model will make the operation of existing restricted waterways more economically efficient. The model could also be used to select the cheapest and most effective design for new channels and to review the best methods for harbor dredging and traffic control, according to the researchers.

Their 169-page report, titled *Mathematical Model to Predict the Behavior of Deep-Draft Vessels in Restricted Waterways*, is available for $5 from the Center for Marine Resources, Texas A&M University, College Station, Texas 77843.

Study Urges U.S. To Equip Merchant Fleet To Handle Future Heavy-Lift Cargoes

The market for heavy lift cargo is there, and a study prepared for Commerce's Maritime Administration recommends that U.S. ships be equipped to go out and get their share of it.

Cargo is defined as heavy lift when a single unit weighs more than 100 tons or exceeds 80 feet in length or 15 feet in width. Such cargo includes construction equipment, power-plant machinery, and similar large units.

There are no specialized heavy-lift ships in the U.S. merchant fleet, but two are under construction.

The study indicates that, besides existing Lighter-Aboard-Ship (LASH) and SEABEE barge-carrying vessels which have inherent heavy-lift capabilities, some 45 more U.S.-flag general cargo ships would be needed to carry one-fourth of the available global heavy-lift traffic.

Projections of future heavy-lift cargo were prepared by identifying major industrial projects scheduled for completion throughout the world by 1985. The volume of heavy-lift units likely to be transported by U.S.-flag ships was found to be sufficient to support the addition of ships serving most of the world's major trading areas.

Potential earnings in heavy-lift traffic were examined for ten types of vessels ranging from small, specialized heavy-lift ships to cargo vessels equipped with heavy-lift gear. Lift capabilities ranged from 300 to 500 metric tons for the small, specialized vessels with single booms; up to 1,400 metric tons' capacity for roll-on/roll-off vessels; and up to 6,000 tons for the float on/off barge-carrying vessels. Because of the diversity of cargo and destinations, no one method of heavy-lift was found to be clearly superior, and all methods were said to be needed.

The report is available for $4 from the National Technical Information Service, 5285 Port Royal Road, Springfield, Va. 22161. Order number PB-266 090/CZ.

Great Lakes Perch Mature Faster In Captivity; May Have Commercial Impact

Great Lakes yellow perch are being grown four times faster in an aquaculture research project than they grow in nature, and may be the basis for an entirely new industry in the area.

Through technology developed by Commerce Department-supported researchers at the University of Wisconsin, the popular perch can be raised to marketable size in tanks in just ten months. It takes perch almost three and one-half years to reach this size growing in the wild.

Research into yellow perch aquaculture at the University of Wisconsin began in 1973. Pollution conditions in the Great Lakes had caused the supply of yellow perch to dwindle alarmingly, creating serious problems for the commercial fishermen on the lakes as well as for the restaurant and tavern owners who depend on the perch for popular Friday night fish fries.

As a result of the research, an estimated 20 commercial perch fish farms have been started in Wisconsin, and at least two have marketed their first crop, according to university researchers who have helped the private aquaculture projects get under way.

Much of the research carried out with perch can be applied to walleye pike, although pike take longer to grow to a marketable size, according to the scientists who have begun work with the pike.

Still a risky business

The researchers warn that rearing of perch will continue to be a high risk venture until there is greater knowledge of fish handling techniques, fish diseases, water treatment systems, and the economics of aquaculture.

Future work, under grants from the National Oceanic and Atmospheric Administration's Office of Sea Grant, will concentrate primarily on genetics and diet. The scientists also will study energy conservation methods, hoping to use solar energy in reducing the high energy costs of fish farming.

To assist individuals interested in raising the fish, the researchers have produced a brochure answering 36 most commonly asked questions about raising fish in indoor tanks.

Free copies of the brochure may be obtained from the University of Wisconsin Sea Grant Communications Office, 1800 University Ave., Madison, Wis. 53706.

200-Mile Zone May Affect U.S. Fish Prices

The 200-mile zones established by the U.S. and other nations may cause some changes in the supply of fishery products, with a consequent effect on prices, accord-

ing to Commerce's National Oceanic and Atmospheric Administration (NOAA).

NOAA's National Marine Fisheries Service (NMFS) reports that expanded fishery zones declared by major fishing nations may tighten the supplies of groundfish blocks and fillets, and that, moreover, strong competition overseas for groundfish products may draw imports away from the United States.

Pollock block imports from the Republic of Korea could also decrease, according to NMFS, because of restrictions by the U.S. and the Soviet Union on fishing within their 200-mile zones.

The agency comments that tight supplies of finfish in relation to the anticipated quantity demanded likely will cause prices to rise, although price increases could be limited by buyer resistance and competition from relatively lower priced meat and poultry products.

U.S. per capita consumption of fishery products in 1976, NMFS says, increased to 12.9 pounds from 12.2 pounds the previous year, led by a 10 percent rise in fresh and frozen fish consumption.

Rising individual income and increased sales in the food service sector in 1976 were prime factors in the 6 percent improvement in the finfish market, NMFS reports, despite price hikes during the year.

FTC Issues Guides For Compensating Rulemaking Participants

The Federal Trade Commission has published guidelines explaining its authority to compensate participants in rulemaking proceedings under the Magnuson-Moss Warranty—FTC Improvement Act.

The guidelines have been issued in two pamphlets. The first, *Rulemaking and Public Participation under the FTC Improvement Act*, gives an explanation of trade regulation rulemaking and discusses the eligibility requirements for reimbursement and the standards applied in reviewing applications.

The second pamphlet, *Applying for Reimbursement for FTC Rulemaking Participation*, describes details of the application process and the administration of the program.

The guidelines reflect extensive comments received from consumer groups, industry, Congressional committees and members of the public. The Bureau will consider amendments in response to further comments.

Congress appropriated $500,000 for such compensation during fiscal year 1976 and again for fiscal 1977. The President's budget for fiscal 1978 also requests $500,000.

Copies of the guidelines may be obtained from the Public Reference Branch, Room 130, Federal Trade Commission, Washington, D.C. 20580 (202-523-3598).

Geothermal Energy Found Practical For Some California Industry

Geothermal wells in northern California can supply enough energy to stimulate growth in several types of industries, according to Commerce's Economic Development Administration.

A newly-released EDA report identifies several industries which can operate on heat produced by harnessing the unused energy of low-temperature geothermal wells in Lassen and Modoc counties.

The study, conducted for the California State Department of Conservation with financial help from EDA, says that research will continue to find new industrial applications for geothermal power as conventional energy sources more scarce and costly.

Its findings include:

—Greenhouse operations in Lassen and Modoc counties using geothermal energy can compete with conventional installations located in more favorable climatic and marketing areas;

—Wood kilns involved in lumber mill operations can be operated with geothermal hot water at approximately 50 percent of the energy cost of fossil fuel systems;

—Converting an onion drying facility from oil to geothermal energy can save more than one-half the cost of heat energy;

—Geothermally-heated feed lots can furnish an assist to the area's economically depressed cattle industry, and,

—Space heating of commercial, residential and public buildings can be an economic and fossil energy-conserving adjunct to these process applications.

Although the study acknowledges that geothermal energy probably could not be used for some industries, it concludes that the overall long term prognosis for geothermal energy stimulus to industry (in Lassen and Modoc Counties) is excellent.

The study was made as part of a larger federal investigation which has designated the City of Susanville in Lassen County as a "laboratory." The development of geothermal energy for industry will be examined as it relates to land-use planning, public institutions, geological assessments, technical modeling and socio-economic impacts on Susanville.

The study funded by EDA recommends that consideration be given to establishing a high density multi-use geothermal industrial park. A park of this type, the report states, could minimize shared costs of capitalized assets such as wells and distribution systems.

Industries that the report says may be able to locate in such a park include refrigeration and food-processing plants, a greenhouse and a heated feed lot.

Copies of the report, entitled *Economic Study of Low Temperature Geothermal Energy in Lassen and Modoc Counties, California*, are available from the Economic Development Administration, U.S. Department of Commerce, Washington, D.C. 20230.

INDUSTRIAL STEAM—*Geothermal wells can supply enough energy to support several sorts of industry in Northern California, says Commerce's Economic Development Administration.*

Footwear Industry Reviewed

Men's, Women's, and Children's Footwear Fact File, prepared by Fairchild Publications Market Research Division, reviews shoe production, shipments, price trends, leading manufacturers and operating results, foreign and retail trade, and a special section on consumer buying habits studies athletic shoes, fashion boots, women's shoes, and purchasing patterns among teenage girls.

Order from Fairchild Books, 7 East 12th St., New York, N.Y. 10003. $7.50 per copy.

Agencies To Combine Toxic Substance Regulation; Ease Industries' Burden

Four federal regulatory agencies dealing with toxic and hazardous substances will pool their efforts to create more effective protection for workers and the public, and in the process cut down on duplicate reporting in the industries they regulate.

As a first step, the heads of the Environmental Protection Agency (EPA), Food and Drug Administration (FDA), Consumer Product Safety Commission (CPSC), and the Occupational Health and Safety Administration have directed their field staffs across the country to develop plans for cooperative action on toxic substances within 30 days.

These plans envision shared facilities, laboratories, vehicles, libraries and other resources; increased cooperation in compliance and enforcement, and an intensive search for ways to reduce the agencies' burden on regulated industries.

The agency heads agreed on seven specific cooperative initiatives:

—Development of compatible testing standards and guidelines;

—Development of a common approach to the problem of assessing health risks posed by hazardous chemicals;

Development of coordinated information systems;

—The parallel and coordinated development of standards and regulations, where appropriate;

—Better coordination of compliance and enforcement efforts;

—A collaborative review of reseach efforts in order to ensure that the most efficient and effective use of collective research capacity is being made, and

—Interagency coordination of public education activities.

EPA Administrator Douglas M. Costle said the agency heads had asked their general counsels to begin meeting regularly to identify inconsistencies in their 12 separate laws and the resulting regulations. "Our goal in interagency information exchange," he said, "is to maximize sharing of information and minimize costs to ourselves and the industries we regulate.

"Our responsibilities to protect the public health require more and better information. At the same time, efficiency and effectiveness are lost in cases where industries must submit similar data to our separate agencies or where data existing in one agency is not available to another.

"We would like to reach a point where we would jointly identify the kinds of information we need. And we would like an information system that allows an EPA enforcement officer, or an OSHA or FDA inspector to find fast answers to baffling problems encountered in the field.

"When a field official encounters an unfamiliar chemical within a plant or in a waste discharge, for example, he or she needs better means to check quickly with all agencies and find out immediately if the chemical is dangerous, what standards have been developed, and who should be informed of the problem."

Costle said collaboration in research and development among the four agencies will have two positive effects:

- Help the agencies anticipate potential problems and prevent "toxic chemical of the week" crises by promoting the systematic identification of toxic substances that arouse concern, and
- Reduce overlap in research and development among the four agencies through cooperative definition of research objectives and the sharing of personnel and other resources.

S. John Byington, Chairman of the Consumer Product Safety Commission, stressed the value of early notification of the beginning of a regulatory process.

Formal alert system

As a result, he added, the agency heads had agreed to undertake the creation of a formal alert system. "The system," he said, "envisions an immediate contact with our sister agencies when any one of us begins working on a potentially mandatory regulatory action. This 'yellow alert' would notify the interagency coordinators that a mandatory effort was under way and it would provide contacts for continuing information. Each of the agencies would then have the opportunity, but not the obligation, to become involved.

"The next formal step would be a 'red alert' under which the involved agencies would establish a coordinated plan with a specific schedule of events including data sharing plus such technical, economic and legal task forces as may be appropriate.

"When the regulatory action is ready for final approval, each involved agency will determine independently whether the public interest is best served by joining together under a single regulation, or by publishing separate regulations, which may be identical or complementary, or by simply deferring to one of the other participating agencies."

An example of this cooperative approach, Byington said, is the recent interagency agreement on the regulation of chlorofluorocarbons in which the CPSC agreed to defer to EPA on the ban, while continuing its own labeling regulations.

Dr. Eula Bingham, Assistant Secretary of Labor for Occupational Health and Safety, said the four agencies plan to develop a regional referral system. She explained that the observations of enforcement personnel concerning a hazard must be channeled so that other agencies have information on which to act.

"We also plan to launch joint enforcement initiatives," she said. "Joint agency actions utilizing the specialized capabilities of enforcement staffs will be developed. We will also explore the use of each others' enforcement officers on special actions. . .

Dr. Bingham emphasized the importance of public education in enlisting people in the campaign to prevent injury and illness.

"We believe education of the public," she said, "should be a cooperative effort so that a family understands how a toxic substance such as asbestos can be encountered from multiple sources—in the air of the workplace, from an improperly disposed container on a dump, from a filter used in processing foods and medicines, or from use of a spackling compound."

Donald Kennedy, Commissioner of Food and Drugs, said one area in which the agencies can reduce inconsistency is duplication in toxicity guidelines and toxicological research.

"Uncoordinated test demands," he said, "have too often strained the patience of those we regulate as well as their physical resources to conduct these experiments. More importantly, duplication has caused delay in the testing of many substances about which important safety information is still lacking."

He said that in an effort to reduce unnecessary duplication of testing by industry, each of the four agencies had begun to reevaluate and improve its standard testing procedures.

Guide Provides Answers To Warehousing Questions

A double-barreled book from The Traffic Service Corporation is aimed at both the users of warehouses and the operators who want to improve their management skills. *Warehousing—A Guide For Both Users and Operators* looks at warehouses not as repositories but as assembly plants which put together orders from goods in storage in much the same way that assembly plants put together manufactured products from component parts.

The Guide takes into consideration changes generated by current economic conditions, such as rapidly accelerating energy costs, new cost relationships between transportation modes, shortages in capital, and increasingly stringent regulation of sanitation and safety.

The author, K. B. Ackerman, who has been in the warehousing business for 20 years, points out that the primary reason for using warehouses is to reduce delivery time to customers. But also important is the desire to reduce total distribution costs, not just transportation costs.

In the section directed to the warehouse operator, the book delves into equipment, its maintenance and life, and whether to buy or lease.

The book, priced at $15, can be ordered from The Traffic Service Corp., 815 Washington Bldg., Washington, D.C. 20005.

Franchising Handbook Helps Guide Minorities To Business Openings

A just-released Commerce publication may hold the key to business success for many would-be entrepreneurs from minority backgrounds.

Members of minority groups seeking business opportunities can get detailed information on more than 40 categories from an updated commerce directory.

This is the eleventh edition of the *Franchise Opportunities Handbook*, published jointly by the Department's Domestic and International Business Administration and the Office of Minority Business Enterprise.

The Department is making a special effort to disseminate this publication to minority groups.

This publication identifies more than 700 franchisors who do not discriminate on the basis of race, color, or national origin in the availability, terms or conditions of their franchises.

The volume also covers the background of franchising in the nation, gives advice on investigating areas of possible interest by the franchisee, the code of ethics of the International Franchise Association, and provides various checklists to aid interested parties.

The book also contains nationwide listings and addresses of government and non-government assistance programs and agencies. It lists other sources of franchising information in selected books, pamphlets, periodicals and directories.

Copies may be purchased for $4.75 (Stock No. 003-009-00241-9) from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Films On Professional Development Available

A series of educational films for both managers and general employees is available for either purchase or rental from National Educational Media, Inc.

The films aimed at managers cover such topics as supervision, discipline, training, productivity, delegation, managing time and many others. Films for employees include such subjects as handling complaints, money, checks and credit cards.

All NEM films are in full color with sound. They are accompanied by study guides that reinforce and build upon points made in the films. The films are available for rental or purchase in 16mm or Super-8mm cartridge. Videocassettes are available for purchase only.

For further information, contact: National Educational Media, Inc., 15760 Ventura Blvd., Encino, Calif. 91436 (213-990-2125).

Calendar Of Business Events

Aug. 22-23—New York—New Products Seminar, Barbizon Plaza Hotel. Sponsor: N.Y.U. Contact: Heidi Kaplan, N.Y. Mgt. Center, 360 Lexington Ave., New York 10017 (212-953-7262).

Aug. 22-25—Los Angeles—Marketing & Design/Build/Lease Seminars for the construction industry, conducted by Jack Miller, Disneyland Hotel. Contact: Group Communications, 6107 Southwest Freeway, Suite 401, Houston, Tex. 77057 (713-664-8818).

Aug. 22-26—Boulder, Colo.—Time & Frequency: Standards, Measurements, Usage, National Bureau of Standards. Contact: Helmut Hellwig, NBS, Boulder 80302 (303-499-1000 ext. 3277).

Aug. 22-26 — Dallas — Fundamentals of Plastics Seminar, Dupont Plaza Hotel. Sponsor: N.Y.U. Contact: Heidi Kaplan, see address above.

Aug. 23-25—Chicago — Understanding & Maintaining Hydraulic Equipment, Arlington Park Hilton Hotel. Contact: Carl Skrzynski, Society of Manufacturing Engineers, P.O. Box 930, Dearborn, Mich. 48128 (313-271-1500 ext. 312).

Aug. 26 — Madison, Wis. — Federal Procurement Conference, Holiday Inn #2, Southeast. Sponsor: U.S. Rep. Robert W. Kastenmeier. Contact: Otto Festge, c/o Rep. Kastenmeier, 119 Monona Ave., Madison 53703 (608-252-5206).

Aug. 28-Sept. 2—Chicago—174th American Chemical Society National Meeting, Palmer House & other hotels. Contact: ACS, 1155-16th St. NW., Washington, D.C. 20036 (202-872-4450).

Sept. 1-2—Atlanta — Metric Management Workshop, Hyatt Regency Atlanta Hotel. Contact: American National Metric Council, 1625 Mass. Ave. NW., Suite 501, Washington, D.C. 20036 (202-232-4545).

Sept. 6-9 — Orlando, Fla. — 23rd Annual Seminar & Exhibits of American Society of Industrial Security, Sheraton Twin Towers. Contact: American Society for Industrial Security, P.O. Box 15427, Orlando, Fla. 32808.

Sept. 7-8—Chicago—Marketing Chemical Coatings for Profit, Hyatt Regency O'Hare. Contact: Georgene Savikas, National Paint & Coatings Assn., 1500 Rhode Island Ave. NW., Washington, D.C. 20005 (202-462-6272).

Sept. 7-8—Gaithersburg, Md.—Earthquake Design Criteria, Structural Performance & Strong Motion Records, National Bureau of Standards. Contact: Richard Wright, B260, Building Research Bldg., NBS, Washington, D.C. 20234 (301-921-2277).

Sept. 9—Studio City, Calif. — Federal Procurement Conference, Sportsman's Lodge. Sponsor: U.S. Rep. James C. Corman, Industrial Assn. of San Fernando Valley & IEEE. Contact: Mrs. Irene Slater, c/o Rep. Corman, 14545 Friar St., Van Nuys, Calif. 91405 (213-787-1776).

Sept. 11-14—San Francisco — American Mining Congress 1977 Mining Convention, San Francisco Hilton & other hotels. Contact: AMC, 1100 Ring Bldg., Washington, D.C. 20036 (202-331-8900).

Sept. 11-14—Atlanta—1977 National Bank Card Convention, Peachtree Plaza. Contact: Valerie Puryear, Bank Card Div., American Bankers Assn., 1120 Conn. Ave. NW., Washington, D.C. 20036 (202-467-5408).

Sept. 12—Mission Bay, Calif. — Federal Procurement Conference, Vacation Village Hotel. Sponsors: U.S. Reps. Bob Wilson, Lionel Van Deerlin & Clair W. Burgener. Contact: John Berry, c/o Rep. Wilson, 6S15 Federal Bldg., 880 Front St., San Diego, Calif. 92188 (714-231-0957).

Sept. 12-15—Atlanta—Marketing & Design/Build/Lease seminars conducted by Jack Miller for the construction industry, Capital Airport Inn. Contact: Walter Johnson, Group Communications, 6101 Southwest Freeway, Suite 401, Houston, Tex. 77057 (713-664-8818).

Sept. 12-23—Chicago—Capital Expenditure Economics II, Institute of Gas Technology. Contact: Industrial Education Dept., IGT, 3424 S. State St., Chicago, Ill. 60616 (312-567-3881).

Sept. 13-15—Hartford — Machining With High Speeds & Feeds, Hotel Sonesta. Sponsor: Society of Manufacturing Engineers. Contact: SME, see address above.

Sept. 13-16—San Mateo, Calif.—Contract Administration & Management, The Villa Hotel. Contact: American Graduate University/Procurement Assoc., Inc., 733 N. Dodsworth Ave., Covina, Calif. 91724 (213-331-5484).

Sept. 13-16—Anaheim, Calif.—Microcomputer - Microprocessor Short Courses, Grand Hotel. Contact: Integrated Computer Systems, Inc., 4445 Overland Ave., Culver City, Calif. 90230 (213-559-9265).

International Commerce Report

Oil, Coffee Led Increase In January-June Imports

PICKUP IN U.S. ECONOMIC GROWTH STIMULATED DEMAND FOR FOREIGN PRODUCTS; EXPORTS REMAINED SLUGGISH

U.S. imports continued to advance vigorously in the first half of this year, extending the strong upward trend which began early in 1976. The further rapid growth in purchases of foreign products was the major reason that the U.S. trade deficit widened so dramatically this year. Imports exceeded exports by $25.2 billion at an annual rate in January-June, based on f.a.s. values, compared to the $5.9 billion deficit posted in 1976.

Some of the buoyancy of imports this year can be attributed to the continued strength of the U.S. economy which picked up momentum following a slowdown in the second half of last year, thus stimulating demand for foreign products. At a seasonally adjusted annual rate of $145.1 billion f.a.s. ($154.9 billion c.i.f.), imports were 13 percent higher than in the final half of 1976 and 28 percent above the January-June level. In addition to the influence of strong U.S. demand, the import total was swelled by large advances in the value of two products—petroleum and coffee—which reflected higher prices and U.S. dependence on foreign sources of supply. More than 50 percent of the total increase, compared to either half of 1976, was accounted for by the rise in these imports.

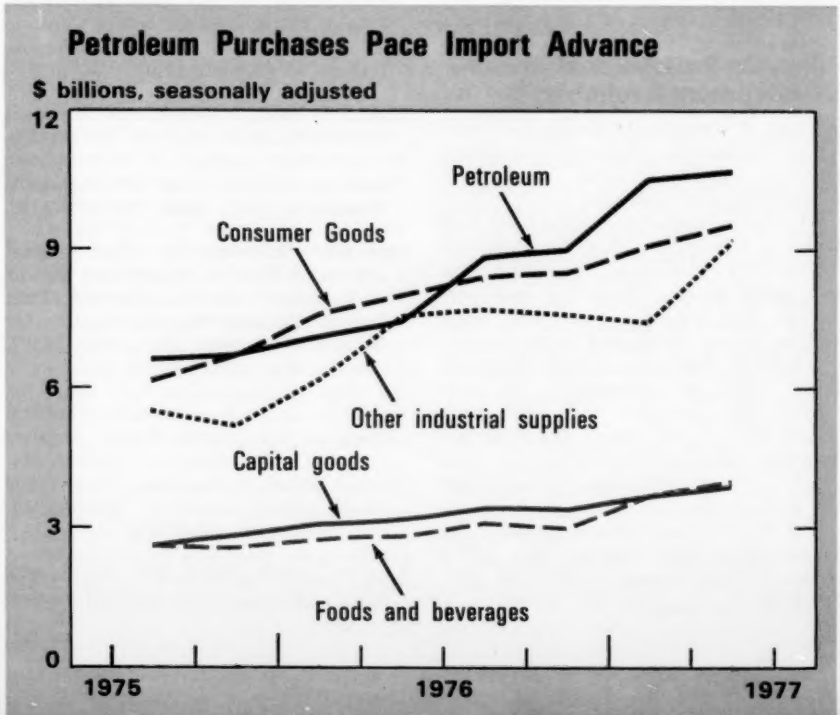
Exports remained sluggish in the first half, continuing a trend prevailing since 1975. Shipments were running at a seasonally adjusted annual rate of $119.9 billion, 8 percent above the January-June 1976 level, but only 1 percent higher than the final half total. A major factor underlying this weak performance was the lack of a sustained, vigorous rebound of economic activity in industrial countries abroad. Although the economies of most of this country's major trading partners have expanded during the past two years, growth has been relatively slow compared to previous economic recoveries, and problems of unemployment, inflation, and weak capital investment persist. Exports have also been held down by serious economic and financial difficulties in many of the non-oil-exporting developing countries which have severely constrained their ability to buy U.S. products. Moreover, the growth in sales to the OPEC countries has abated considerably following the steep increases recorded in 1974 and 1975.

Nonfarm exports level off

Exports of manufactured goods and other nonagricultural products were valued at $47.2 billion, seasonally adjusted, in January-June, almost unchanged from the level recorded in the final six months of 1976, though 6 percent above the total in the comparable period last year. The sluggishness of these shipments primarily stemmed from generally lackluster economic conditions in most of our major markets abroad where hesitant, as well as modest, advances in foreign industrial production and weakness in investment expenditures dampened demand for U.S. capital equipment and industrial materials.

Machinery exports increased little in value compared to either half of 1976. Shipments of oilfield machinery and well-drilling equipment, which had turned down in July-December, fell further this year, reflecting reduced foreign requirements for this type of equipment following booming sales in 1972-75. Declines were also posted from both halves of 1976 for exports of metalworking machinery, particularly to Latin America, and industrial tractors and parts. Deliveries of farm machinery moved slightly lower, as demand was dampened by the long slide in world grain prices. After climbing vigorously last year, exports of semiconductor devices and parts declined slightly from July-December 1976 and were only marginally above levels in the first six months. This sluggishness probably reflected the tapering-off in U.S. imports of the consumer electronic products into which these components are assembled. Deliveries of electric power-generating and transmission machinery, which posted a large increase in the second half of last year, leveled off in 1977. In contrast to the generally weak trend in machinery exports, deliveries of computers and parts continued to expand vigorously

Petroleum Purchases Pace Import Advance



FIRST-HALF 1977 EXPORTS of some major products advanced rapidly . . .

	1st half 1977 value	Change from 1st half 1976	Change from 2nd half 1976
		(Millions of dollars)	
Soybeans	2,546	+985	+807
Cotton	834	+446	+ 94
Chemicals	5,404	+496	+353
Automotive products to Canada	3,567	+455	+407
Computers	1,533	+310	+169
Heating and cooling machinery	838	+122	+ 85
. . . while others declined			
Wheat	1.239	—677	—725
Corn	2,131	—428	—547
Coal	1,309	—129	—150
Steel	818	— 96	—100
Civilian aircraft	1,160	—235	—711
Construction and mining machinery	2,896	—278	—169

Note: Values seasonally adjusted except where no seasonal movement can be measured.

this year, exceeding the level in both halves of 1976 by substantial amounts.

All of the increase in exports of motor vehicles and parts from the second half of last year consisted of greater deliveries to Canada. Passenger car shipments jumped by one-fifth after leveling off in the final six months. Deliveries of parts, which mainly return to this country in the form of assembled cars, continued to grow as production of vehicles expanded in Canada. Reduced automotive shipments to other countries resulted mainly from lower deliveries of trucks, particularly to Latin America.

Following a rebound in July-December, exports of civilian aircraft fell substantially in the first six months, continuing a typically erratic pattern. Reduced sales of large passenger transport planes accounted for the drop. Exports of military aircraft increased over the depressed January-June 1976 level but were unchanged from the final half.

Sluggish world steel demand and large excess supplies in many producing countries abroad depressed U.S. exports of steel, which fell by about one-tenth in value compared to either half of 1976. Similarly, shipments of coal and steel scrap continued to decline, as the slack in steel mill activity abroad reduced raw material input needs. Abundant world supplies of copper and a continuing decline in price led to another drop in exports of that metal. Chemical exports continued to grow over 1976 levels .

Agricultural exports reached another record level in the first half, climbing by 5 percent over the preceding semester and by 13 percent compared to January-June 1976. The value of soybean shipments soared, mainly because prices jumped sharply as a result of reduced U.S. production in 1976. Strong demand abroad resulted in a 15 percent increase in the quantity sold over the reduced levels of the preceding six months. Soybean oil and meal deliveries also expanded strongly. After doubling in value in July-December, cotton exports continued to expand in the first half as world consumption remained high while supplies were tight.

These increases more than offset a sharp decline in sales of grains. The export value of wheat this year fell by more than one-third compared to both halves of 1976, reflecting worldwide abundance of that grain. Corn shipments were also down significantly, when requirements in Western Europe and the USSR were reduced in anticipation of higher production this year.

Oil, coffee lead import rise

Petroleum imports continued to soar in January-June, rising by 19 percent in value over the preceding six months and by nearly 50 percent from January-June 1976. Oil receipts, accounting for nearly 30 percent of U.S. purchases from abroad, totaled $21.3 billion in the first half. Volume increases accounted for a large part of the growth, though prices, averaging $13.21 per barrel for all petroleum and products, were also higher. Most of the rise in volume reflected greater entries of crude, but sizable increases were also recorded for fuel oil in response to sharply increased U.S. demand during the severe cold weather early in the year. In addition, entries of crude petroleum into the Virgin Islands, which are not included in the total above but are reported separately by the Census Bureau, amounted to $1.3 billion in the first six months. As domestic oil production continued to decline and demand increased, U.S. dependence on foreign petroleum rose to nearly half of consumption.

Natural gas receipts from Canada expanded, after declining slightly in July-December, partly because of higher prices and partly because increased quantities were made available when shortages occurred last winter.

Coffee imports continued their sharp climb as the value in the first six months nearly equaled that for all of 1976. The quantity, however, was a little less than half of last year's volume. Since U.S. coffee consumption has dropped substantially in response to high prices, considerable additions were made to inventories. Cocoa bean imports also rose sharply in value as a result of soaring prices following production shortfalls in key supplying countries. Increases were also posted for fish and fresh vegetables, the latter reflecting greater receipts from Mexico following unfavorable weather conditions in domestic producing areas. Sugar arrivals fell in value compared to both halves of 1976 because of declining prices and greater availabilities.

The continued buoyancy of the U.S. car market led to further growth in imports of passenger cars and parts from U.S. subsidiaries in Canada. To satisfy growing demand for smaller, fuel-efficient cars and to replenish declining inventories, arrivals of foreign-made autos picked up momentum again after declining slightly in the preceding six months.

Among other consumer imports, gem diamonds soared to record levels, and entries of clothing, radios, sound recorders, toys, and sporting goods also showed substantial increases. Imports of TVs were little changed after the huge rise last year, while purchases of footwear and CB radios, which likewise posted sharp advances in 1976, declined.

With rising domestic industrial output and construction activity, demand for foreign industrial supplies continued to grow. Another sizable increase was recorded for steel imports. A major part of that rise consisted of a rebound in receipts from the Common Market after two years of decline. The volume of steel imports from Japan showed little increase during the past year and a half, but, because of higher prices, the value increased moderately in January-June. After declining sharply in July-December, aluminum entries recovered to about the value posted in the first six months of 1976, though quantities were smaller. The value of tin imports climbed steeply compared to either half of last year, almost entirely as a result of higher prices.

Reflecting in part a pickup in U.S. investment spending, machinery led a further advance in imports of foreign capital goods. Truck entries from Canada also continued to expand strongly, but arrivals of pickup trucks from Japan declined, following a large expansion last year.

MIDEAST BUSINESS VISIT — *Mohammad Aweidha, left, Asst. Dir., Abu Dhabi Trading & Contracting Co., discusses petrochemical plans with mission members J. Robert King and R. J. Hedges, and Robert Courtney, U.S. Embassy.*

MISSION SEES LONG-TERM SALES LEADS IN MIDEAST PETROCHEMICAL PLANS

An early and opportune look at plans for major petrochemical projects was afforded to a U.S. trade mission recently in Greece, the United Arab Emirates, Kuwait and Syria. Although most of the projects appeared to the mission to be three to five years away from reality, enough information about them was gleaned to set up some practical marketing strategy in the equipment, process or service fields.

The projects, mainly in the public sector, ranged in scope from a $350 million complex in Syria to a $2 billion scheme in the UAE. "For U.S. firms, these projects offer great potential interest," observed Mission Director George T. Beck of the Commerce Department, "even though if they were to mature simultaneously—adding more than 10 percent to the world's chemical supply —complex marketing problems would arise."

The mission was comprised of representatives of nine U.S. firms. Four were manufacturers—of chemical-processing machinery, testing and calibration precision instruments, industrial pumps, and flame-resistant power and control cables. Four offered processes or services—catalytic technology, feasibility studies and turnkey petrochemical construction engineering and management, chemical additives and intermediates technology, and general construction. One company was a producer of petrochemicals and fertilizers.

In Athens, mission members discussed with officials of the Hellenic Industrial & Mining Investment Co. plans for a $640 million petrochemical complex at Kavala to produce polyethylene, high and low density propylene, ammonia/urea, and sponge iron.

"Although the members agreed that this project will certainly present some opportunities for American firms," Beck pointed out, "they foresee that, if the project is to go forward rapidly, some special EEC marketing arrangements will be required. Thus, EEC companies will have considerable influence in the selection of the prime contractor who in turn will have much to do with the award of contracts for equipment and processes."

In Abu Dhabi, capital and leading political entity in the UAE, the group explored with top officials of the Abu Dhabi National Oil Co. its plans for a $2 billion petrochemical complex, involving huge capital outlays over the next five to seven years, in newly developing Ruweis.

Though the project is financially feasible for this oil-rich Emirate, mission members noted that the UAE seemed less aware than other countries visited of the marketing problems likely to be generated if all of the projects were to come on stream simultaneously. The U.S. businessmen were overwhelmed by the pace of economic development noted everywhere in this fast-growing capital.

In Kuwait, the participants discussed with officials of the Petrochemical Industry Co. (PIC) its plans to build a $550 million olefin complex, at first to produce ethylene and then move on to polyethylene and styrene. PIC also plans a $300 million project for aromatics from refinery-produced naphtha feedstock. Certain projects valued at less than $150 million each were discussed—for example, synthetic rubber, polyvinyl chloride and carbon black production—in which Kuwaiti private participation is encouraged.

Beck noted that officials of the Kuwaiti Industrial Bank were eager to learn from the mission members about world marketing prospects for these industries. Total value of the Kuwaiti projects explored by the mission was $2.5 billion, including equipment purchases of $1.1 billion.

In Damascus, discussions were held with all ministries involved in the proposed $300-$350 million petrochemical complex in north-central Syria. The first stage of this project is expected to include facilities for ethylene-polyethylene and soda ash production and rock salt electrolysis; the second would have units for propylene separation for the ethylene plant, aromatic hydrocarbon production, and benzene separation detergent production. Beck commented that the mission was the first Western group since the 1973 war to visit the Homs refinery and Homs fertilizer factory, about 150 miles north of Damascus. One U.S. company representative volunteered to send a technical mission to assist the Syrian Government in resolving certain chemical development problems if invited to carry out this function.

At the conclusion of the mission, members projected sales of $1.1 million over the next year. In addition, the general construction firm initiated promising negotiations for two joint ventures which are likely to lead to purchases of $24 to $36 million in U.S. equipment over the next year for Mideast construction projects. Four agency agreements were concluded and the firms represented expect to sign another 11 agreements within a year.

Companies participating were: Houdry Div., Air Products & Chemicals; Davy Powergas; Farrel Company Div., USM; Hooker Chemical & Plastic; International Minerals & Chemicals; King Nutronics; Marshall Export; Northern Engineers & Constructors; and Rockbestos. Mission Director Beck is a marketing manager with the Department's Commerce Action Group for the Near East.

U.S. Firms At Casablanca Find Solid Prospects In Fisheries Industries

Exhibitors in the U.S. pavilion in Morocco's major international trade fair found solid prospects this year in the nation's expanding fisheries industries as well as in its modest but growing industrial sector.

New-to-market firms among the 34 from the U.S. at the 27th biennial Casablanca fair expect sales of $6.5 million during the year following the show. Immediate sales by the U.S. exhibitors amounted to $426,-400.

Bender Shipbuilding, new to the Morocco market, scored an outstanding sales success with its shrimp trawlers, selling one to a Moroccan fishing company during the show, and looking toward sales of five others. The fact that Moroccans are now interested in developing their untapped shrimp resource was confirmed at the fair —and U.S. shrimp trawlers appear to be highly competitive.

Significant opportunities were also found by the Eaton Corp., manufacturer of fork lift trucks. Eaton not only appointed a new dealer and sold all equipment on display, but also discovered interest in its line of Yale security systems. Other performance leaders at the U.S. exhibition were in the area of consumer goods and medical equipment.

Excellent TV, radio and press coverage brought the U.S. pavilion to the attention of the business community in the Casablanca—Rabat area, and to business leaders throughout Morocco. The pavilion's theme of 200 years of friendship between the U.S. and Morocco proved to be an apt base for this coverage.

METALWORKING EQUIPMENT NEEDED IN ISRAEL FOR EXPORT INDUSTRY GROWTH

Israel must import much of the capital equipment and know-how it needs to increase industrial production and efficiency —particularly in its export industries, such as metalworking and the science-based industries. Thus, Tel Aviv's Technology '77, the country's largest international trade fair, proved to be an outstanding showcase for the participating U.S. manufacturers' products.

The U.S. pavilion featured machine tools, and metalworking, metal finishing, and metallurgical equipment. Laboratory instruments and automotive diagnostic and repair equipment were complementary themes. The 24 participants, representing 68 American firms, sold $286,660 million worth of equipment off the floor, with an additional $5.3 million projected for the next 12 months.

Several Israeli company representatives visiting the U.S. exhibition were interested not only in purchasing U.S. equipment but also in acquiring American know-how to diversify their product lines. In many instances, their firms were in a period of expansion, with an increasing proportion devoted to export. Some stated a strong preference for American-made equipment, but had purchased European goods in the past because of price, and service parts proximity.

Israeli purchases of metalworking and finishing equipment and machine tools are likely to increase throughout this decade as exports of metal products grow. Such exports in 1976 increased by about 50 percent to a record level of nearly $160 million. Major emphasis is on increasing sophistication and diversification as Israel seeks to produce finished metal products competitive in the world market.

Israel is relying on its highly developed R&D capability to play a major role in its drive to attract foreign investment and boost export sales. Marketing prospects for U.S. firms are developing in industrial laboratories, particularly in chemicals and food products. Expenditures also are expected to increase in medical and governmental laboratories. Of the $15 million in Israeli purchases of laboratory instruments predicted between now and 1979, foreign sales may account for as much as $14 million.

When selling in Israel, American manufacturers need to stress the quality advantages and technical versatility of their products and particularly to be prepared to demonstrate to the prospective Israeli purchaser the payoff potential of a superior piece of equipment. Israeli manufacturers are often willing to pay a higher price for premium products. U.S. manufacturers can offset the location factor somewhat by appointing a reliable local representative who can provide after-sales service and support.

MACHINE TOOLS IN TEL AVIV—*At Technology '77, agent for Ridgid Tool Co. of Elyria, Ohio, discusses with potential buyer firm's automatic pipe threading equipment.*

SEEING IS BELIEVING—*At London U.S. Trade Center's electronics show, a Bausch & Lomb sales manager watches as Dr. Magnus Pyke, President of the British Society for the Advancement of Science, looks into one of the microscopes on display.*

London Electronics Show Visitors In Buying Mood

In anticipation of "better times," particularly in electronic consumer goods, visitors arrived at the London U.S. Trade Center's recent exhibition, USATRON '77, in a buying mood, reflected in the level of immediate purchases of the electronic industry production and test equipment on display.

USATRON '77 was timed to coincide with a new wave of investment in the British electronics industry. Britain's sophisticated, export-oriented electronics manufacturers have survived the recent U.K. economic crisis in a comparatively healthy position, and they are currently expected to pace the long-awaited economic recovery, the U.S. Embassy reports. Dr. Magnus Pyke, President of the British Society for the Advancement of Science, opened the five-day show. Eighteen exhibitors, representing 34 U.S. firms, participated. Immediate sales exceeded $1 million, which is unusual in an advanced capital goods field, and exhibitors projected an additional $6.6 million in sales within 12 months.

Colombia Fights Inflation, But Import Liberalizations Can Favor U.S. Products

The external sector led the Colombian economy to recovery last year over the recession in 1975, but the price was a rekindling of inflation. Restrictive monetary, fiscal and exchange rate policies have not been able to hold inflation rates to the initial success achieved in 1975.

The fight against inflation has meant lagging government investment and increased concern with short-term measures which have diverted the government from some of its development plans. A new Finance Minister has brought a different focus to managing the economy, but even higher coffee prices in 1977 than in 1976 mean the economy will remain difficult to manage.

In spite of the problems caused by the excess liquidity and demand, the GDP growth rate in 1977 should exceed 7 percent and the market for U.S. goods will be highly attractive, reports the U.S. Embassy in Bogota.

Economic relations between the United States and Colombia are close and cordial. High-level discussions in Bogota early last year were characterized by the absence of major issues, although Colombia is concerned by U.S. protection of industries such as textiles.

A major recent development affecting foreign investors in Colombia was the passage of the bank Colombianization bill, by which new foreign investment in the financial and insurance sectors was prohibited and existing branches were required to sell down to a 49 percent equity position over three years. The conversion to Colombian companies and the initial sale of shares was accomplished smoothly. No other Colombianization moves are expected in the near term. The liberalized Andean investment code was adopted this year, raising the allowable remittance on profits from 14 percent to 20 percent, with even higher levels permitted if necessary.

While Colombia does not actively seek foreign investment in most sectors of its economy, potential investors will find a hospitable investment climate, especially in export industries that can be established outside of the major cities. A major investment in coal, which has been long pending, finally got off the ground last year when Exxon began preliminary studies for development of the Guajira coal reserves. Hanna Mining's Cerro Matoso Nickel Project, however, still awaits final arrangements for financing. Gas discoveries in the Guajira that are being developed by Texaco will lead to significant investment, including at least one ammonia plant and possibly a major investment in an LNG plant.

While total export registrations increased by 15 percent last year, nontraditional exports actually declined. The decline in non-coffee exports was largely due to world commodity price movements and the drought which affected export volumes as well as value of rice and sugar. Excluding sugar and rice, minor exports expanded by 15 percent in 1976.

U.S. goods competitive

Total import registrations in 1976 increased by 32 percent, but imports from the United States increased by only 12 percent, so that the U.S. share of the market fell from 44 percent to 37.9 percent. However, excluding imports of petroleum and petroleum products, which are growing rapidly, the U.S. share of the market was 40 percent. The decrease from 1975 to 1976 does not reflect a loss of competitiveness on the part of U.S. goods. On the contrary, U.S. products exhibited at the Bogota International Fair in July 1976 found a very receptive market, and U.S. exports to Colombia should continue a healthy growth pattern over the near and long term. Recent import liberalizations have been largely in products in which the United States is a strong competitor.

During 1977, Colombian imports should enjoy another year of over 30 percent growth. With major investments being made in hydroelectricity, petrochemicals, coal, and petroleum exploration, markets related to these areas will be particularly attractive over the next several years. Other markets of interest include agricultural commodities, agricultural and textile machinery, and equipment for the telecommunications, health care and printing and graphic arts industries.

The Colombian Government requires that foreign companies be represented by a local agent in order to bid on public projects. As bids normally must be presented within 30 to 60 days from the opening of the tender, or even shorter periods for agricultural commodity tenders, appointment of an agent during the preliminary phases of the project is essential. The U.S. Embassy and U.S. Consulates in Cali, Medellin and Barranquilla have an active program in support of U.S. companies desiring to export to Colombia.

POWER FOR COLOMBIA'S PEOPLE—*Alto Anchicaya Dam near Cali, built with help of Inter-American Development Bank and Canadian Fund loans, provides electricity for the nation's central region, where population is concentrated. (IADB Photo)*

Calendar For World Traders

Aug. 22-24—New York—American Management Associations seminar: Fundamentals of Foreign Exchange.

Aug. 23—Ashtabula, Ohio—International Trade Seminar. Austinburg Holiday Inn, 10 a.m. Sponsors: Ashtabula Area Chamber of Commerce; U.S. Department of Commerce. For information and reservations: Michael Weis, Vice Pres., Farmers National Bank of Ashtabula. Tel., 216-998-2222.

Aug. 25-26—San Francisco—Practising Law Institute's Eighth Annual Institute on International Taxation, Stanford Court Hotel.

Aug. 29-30—New York—Seminar on International Compensation and Related Personnel Practices, World Trade Institute.

Aug. 30—Milwaukee—Wisconsin Foreign Trade Zone proposal seminar. Holiday Inn Central. Sponsored by Commerce District Office and World Trade Association of Milwaukee.

Sept. 6—New York—Finance, Credit & International Business (FCIB) round table conference. Summit Hotel.

Sept. 7—New York—FCIB Forest Products Export Credit group. Summit Hotel.

Sept. 8—Milwaukee—Services of the Exim Bank, dinner meeting. Ramada Sands. Sponsor: World Trade Association of Milwaukee.

Sept. 12-14—San Francisco—American Management Associations seminar: Fundamentals of Foreign Exchange.

Sept. 20—Columbus, Ohio—Australia-New Zealand seminar, Center for Tomorrow, Ohio State Univ. Information: State of Ohio Office of International Trade, 614-466-5017.

Sept. 21—New York—N.Y. Chamber of Commerce and Industry meeting on proposed regulations regarding the Arab boycott. Great Hall of Chamber, 9:30 a.m. Speaker: Stanley J. Marcuss, Dep. Asst. Sec. of Commerce.

Sept. 21—New York—American Management Associations briefing: Short-Term Outlook for U.S.-Soviet Trade. J. Mishell George, Director of Commerce's Office of East-West Country Affairs, will be a speaker.

Sept. 21—New York—American Management Associations briefing: Coming Trade and Investment Opportunities in Vietnam. John D. Phipps, international trade specialist, U.S. Department of Commerce, will be a speaker.

Solar Energy Conference To Be Held In Saudi Arabia

King Abdul Aziz University of Jidda, Saudi Arabia, plans to hold a conference on solar energy in mid-January 1978, emphasizing applied technology for the direct conversion of solar energy to thermal energy, i.e. air conditioning and water desalination.

Companies and inventors are invited to display products, models, etc., at an ad hoc exhibition during the conference. Additional subjects of special interest, both for the conference and the exhibit, are windpower as related to solar energy and as an independent power source, research to determine optimum energy sources for differing environments, energy storage, solar collectors and uses of solar power in agriculture and electrical power generation.

The university will invite a number of internationally prominent solar energy experts to make presentations. Other interested parties may participate at their own expense, provided draft speeches are approved in advance by Dr. Fawaz Alamy, organizer of the event. Interested companies and individuals are encouraged to contact Dr. Alamy at Technology & Research Department, The Idea Center, Queens Building, Suite 811, P.O. Box 1999, Jidda, Saudi Arabia; telex, 40170 SJ; telephone, 21999.

Ocean Equipment Expo, France

U.S. suppliers of ocean exploitation equipment, offshore techniques, shipbuilding and sea harbor equipment and marine instrumentation are invited to participate in OCEANEXPO, a triennial exhibition scheduled for Bordeaux Oct. 4-8. Also, the Third International Film Festival on Exploitation of the Oceans, organized within the framework of this event, will offer opportunities for U.S. companies to display their latest oceanographic films. Registration closes Sept. 5. Write: Bernard Leon, Dir., OCEANEXPO, 8 rue de la Michodiere, 75002 Paris; phone, 742 92 56; telex, 210550.

Spain Ends Surcharge

Spain has eliminated the 20 percent surcharge which has been levied on almost all imports since October of last year. The surcharge had been scheduled to remain in effect until Oct. 12.

Romanian Joint Ventures Subject Of Commerce Study

A comprehensive study of the practical aspects of equity joint ventures in Romania has been issued by the Commerce Department's Bureau of East-West Trade.

Romania opened its productive enterprises to foreign equity ownership in 1971, and has since signed agreements with a small number of Western firms, including Control Data Corp. of the U.S.

The 104-page Commerce publication presents information on Romanian and U.S. legislation and on U.S.-Romanian agreements on trade, taxes and industrial-technical cooperation. It reviews the legal and organizational aspects of joint ventures. It describes investment and commercial considerations, including the transfer of technology and know-how, market development and pricing. On financial matters, it touches on currency, banking, credit, bookkeeping, taxes, wages and social insurance. Discussing management questions, it treats control of company activity and the role of foreign and Romanian personnel and workers' councils. There is also information on disputes, dissolution and liquidation of operations. Dozens of examples from actual practice support the above explanations.

The publication is the result of a commitment made by the U.S. delegation at a session of the Joint American-Romanian Economic Commission in Bucharest last fall. The study was made by Dr. Pompiliu Verzariu and Jay A. Burgess of the Bureau of East-West Trade. Entitled "Joint Venture Agreements in Romania: Background for Implementation," it is available at $2.10 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Indian Chemical Engineering Exhibition Set For January

CHEM&TECH '78, an exhibition and congress sponsored by a private consulting firm and supported by Indian industrial associations and government agencies, will be held in Bombay, Jan. 18-25, 1978, to publicize the latest Indian technology and capabilities in chemicals and chemical engineering.

U.S. firms may be interested in visiting the exhibition and participating in the seminars, to assess the gaps between Indian and U.S. technology, explore licensing possibilities with Indian exhibitors, and locate supply sources for equipment, subcontracting, and engineering services. Engineering firms and equipment manufacturers can arrange to display their product literature in a catalog show being held in conjunction with the exhibition.

Details are available from: CHEM&TECH '78 Secretariat, Taj. Bldg., 210 D.N. Road, Bombay 400 001. Jasu Shah, the organizer, will be in U.S. Aug. 22-Sept. 4. Contact Air India, 345 Park Ave., New York.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises, visiting buyers, and details on major construction and expansion projects.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions: Rm. 6051, U.S. Department of Commerce, Washington, D.C. 20230.

Hotel & Restaurant Equipment Catalog Exhibition. Singapore, Malaysia & Thailand. Oct. 3-12. The rise in tourism in the Far East has created a need for expansion of hotel and restaurant facilities. Singapore currently has more than 10,000 hotel rooms, yet occupancy rates are more than 90 percent during peak periods. Malaysia has benefitted from the overflow from traditional tourist routes, but is unable to handle any further increase. In Thailand there are plans for expansion of five hotels and 18 new hotel projects. Catalog Exhibition Section, 202-377-3973.

Security Equipment Catalog Exhibition. Utrecht, Netherlands. Oct. 10-14. With the highest population density of any country on the continent, the Netherlands has experienced a considerable increase in crimes against property. Perhaps of greatest interest to the security equipment manufacturer is the infrastructure in the Netherlands created by the extensive trading and banking system of the country. The large volume of goods transported from the industrial heart of Europe through Rotterdam, the world's largest port, has resulted in a vast network of custom bonded warehouses. These structures, which require a great diversity of products, provide an additional universe of application for security and safety equipment. Catalog Exhibitions Section, 202-377-3973.

Printing and Graphic Arts Exhibition. U.S. Trade Center, Sao Paulo. Oct. 17-21. U.S. graphic industries exports to Brazil grew between 1973 and 1975 from $16.4 to $19.9 million. Brazilian printers have a reputation for emphasis on high quality production, latest technology and quality control. The industry should continue to grow at about a 10 percent rate, as firms expand the variety of work in a move to meet rising costs of labor, paper and supplies. G. Lincoln McGurdy, 202-377-5427.

U.S. Hospital and Medical Equipment Catalog Exhibition. Brussels. Oct. 20-27. Belgium has a high per capita expenditure on health care, with approximately 99 percent of the population covered by compulsory health insurance. With a trend towards construction of larger hospitals and expansion of existing hospitals an important opportunity exists for the sale of equipment. Some 14 major hospital construction and expansion projects are planned during the next eight years, including expansion of the highly regarded university hospitals. Imports supply most of Belgium's medical equipment needs, with the U.S. the country's second leading supplier. Catalog Exhibitions Section, 202-377-3973.

Offshore Oil Exploration, Drilling and Extraction Equipment and Technology Technical Sales Seminar. Poland, Romania and Bulgaria. Oct. 24-Nov. 4. All three countries, faced with declining oil reserves, high prices on imported oil, and rapid increases in demand for energy, are planning to step up exploration for offshore oil. Products with high sales potential include: jack-up drilling rigs with spare parts, floating drilling platforms, drilling vessels, automation and control equipment, and material handling equipment used in offshore oil exploration, drilling and extraction. Alice Clark, 202-377-2348 or 4810.

Hotel and Restaurant Equipment Catalog Exhibition. Ivory Coast and Kenya. Oct. 27-Nov. 4. Both countries offer excellent sales prospects for hotel and restaurant equipment. Ivory Coast is rapidly becoming the African Riviera; Kenya is recognized as the central point of the East African tourist trade. Normal hotel occupancy rates run between 75 and 85 percent with many tourists turned away during peak seasons. Ivory Coast's public and private capital expenditures on hotel construction, 1976-80, are estimated at $100 million, representing 2,900 additional rooms; an additional 6,500 rooms are slated for 1981-85. Kenya's planned expenditures in this field include $165.2 million in private and foreign investment during the Development Plan period, 1974-78. Catalog Exhibitions Section, 202-377-3973.

AGRIQUIP '77. Jakarta. Oct. 31-Nov. 4. This market is expected to more than double to approximately $50 million by 1980. The Indonesian Government is giving priority attention to agriculture, i.e., the reduction of food imports and increase of export earnings from agricultural and processing operations, together with implementation of the Second Five-Year Plan, which allocates $2.4 billion for these purposes. Imports of agricultural equipment (excluding forestry) are expected to rise from $7 million in 1975 to $17 million in 1980. Indonesian authorities seek to process domestically 40 percent of the country's 22 million cu. m. of timber products in the next few years in order to increase export value by processing, tap emerging opportunities in Europe for sawn timber, and reduce Indonesia's dependence on the Japanese market. Logs comprise about 90 percent of total exports. Imports of timber production, handling and processing equipment are expected to rise from $14 million in 1975 to more than $30 million in 1980. Ronald McCowen, 202-377-3560.

School Construction and School Equipment Catalog Exhibition. Liberia, Nigeria, Zambia. November 1977. Important steps are being taken in these countries to improve educational facilities. Introduction of Universal Primary Education in Black Africa's most populous nation, Nigeria, has created an urgent need for facilities and equipment from outside suppliers. Liberia and Zambia are also increasing funds provided for education. English is used in all three countries, so sales of English language education programs are feasible. Catalog Exhibition Section, 202/377-3973.

Plastics Production Seminar Mission. Venezuela and Colombia. Nov. 1-10. The plastics industry, relatively new, is one of Venezuela's most dynamic growth industries. In 1976, Colombian industrialists purchased $6 million in processing equipment. U.S. exports of synthetic resins and plastic materials exceeded $11 million during the first nine months of 1976. Under the Andean Pact, Colombia was assigned responsibility for development of plastic forming machinery; however, this objective cannot be achieved without substantial technical assistance. In both countries, there is heavy demand for new techniques and equipment for injection molding; extrusion molding; blow molding; compression molding; rotational molding; and calendering. Jonnell Jacobson, 202-377-4918.

Geothermal Energy Development and Applications Seminar Mission. Costa Rica, Guatemala and Mexico. Nov. 2-16. Major marketing opportunities exist for U.S. companies interested in aiding Mexico, Central America and Panama in utilizing their extensive geothermal resources and at the same time in increasing U.S. exports and developing the domestic U.S. industry. Over $200 million is expected to be spent during the next decade in this region to develop geothermal energy resources. Contact Walter Bastian, 202-377-4756.

Rehabilitation USA—Aids to the Handicapped and the Disabled Exhibition and Technical Seminar. U.S. Trade Center, Tokyo. Nov. 7-11. The United States is recognized as a world leader in rehabilitation, yet many advanced American products and technologies are virtually unknown overseas. This event, the first in this field mounted by the U.S. Government and the first such show held in the Far East, will enable U.S. firms to enter the growing international rehabilitation market. The rehabilitation market in Japan should reach $277 million by 1980. The exhibition will feature five major product/technology categories: orthotics and prostheses; architectural/transportation and mobility; physical and occupational therapy; sensory aids/adaptive systems; and educational/training systems. Irwin Nathanson, 202-377-4390.

Electronic Components Exhibition. U.S. Trade Center, London. Nov. 7-11. The U.K.'s present consumption of electronic components is $1.2 billion; imports reached $488 million in 1976. The rate of growth of U.S. exports to the U.K. over the next three years is forecast at 23 percent per year. American-made equipment is sought for its advanced technical sophistication and reliable delivery times. Robert Connan, 202-377-3465.

Computer Software Trade Mission to Japan. Nov. 7-17. Japan is the second largest computer market in the world. Expenditures by the manufacturing sector alone on computer hardware were estimated at nearly $1 billion in 1976. It is believed that on-line terminal equipment will spread rapidly—mainly in those sectors needing more efficient data processing, such as the financial community, insurance companies, service industries. By the end of 1985 there will be a total of over 100,000 multi-purpose computers in operation and the software industry will register a total of some $1.1 to $1.7 billion in sales. The Japanese software industry, nevertheless, is relatively underdeveloped when compared to the U.S. industry. In recognition of this, the Japanese Government has just liberalized controls on foreign activity in the software industry. Previously, it was virtually impossible to import software into Japan, so only now is the market open. Also, Japan's Patent Office adopted evaluation standards in 1976 allowing for certain types of computer software to be patented, making Japan the first of the developed countries to take up the problem of patents for software. Wanda Ale, 202-377-3119.

Tandem Exhibitions: Electronic Production and Test Equipment, U.S. Trade Center, Paris, Nov. 14-17; Productronica '77, Munich Fair Grounds, Nov. 22-26. U.S. manufacturers may exhibit at either or both shows to increase their share of a Western European market expected to reach $343 million this year. The Paris Trade Center staff will arrange shipment of exhibit material from Paris to Munich in time for the opening of Productronica '77. Don C. Schmadel, 202-377-2920.

Fire Detection and Prevention Seminar/ Exhibition. U.S. Commercial Office, Moscow. Nov. 14-18. In anticipation of the 1980 Olympic Games, Soviet authorities are planning to upgrade fire prevention and detection facilities in hotels, apartments, restaurants, schools, and hospitals. Jim Robb, 202-377-4810.

Industrial Process Controls and Instrumentation Exhibition. Caracas. Nov. 14-19. Venezuela, buoyed by oil income, is attempting to establish a modern industrial economy in the shortest possible time. Industrial process controls will be playing a major part in this development. By 1978 at least 90 percent of process control requirements will still be filled by imports and U.S. manufacturers are expected to hold a 64 percent share of the $32 million market; this is equal to a 16 percent annual growth rate over the $15 million imported in 1975. Hans J. Amrhein, 202-377-2332.

Mining and Material Handling Equipment Exhibition. U.S. Trade Center, Sao Paulo. Nov. 22-26. Brazil is one of the world's largest repositories of mineral wealth. Massive exploitation is planned between 1978 and 1980 by the Brazilian Government to improve the country's balance of payments. U.S. exports to Brazil of mining equipment in 1973-75 jumped from $50 to $85 million, and the trend is continuing. Best sales prospects are in exploration, underground, and open-pit mining equipment. Other categories include electronic control systems and communication equipment. Annette Napper, 202-377-5427.

Electronic Production Machinery, Test Instrumentation and Materials Catalog Exhibition (INTERELECTRONIC). Brussels. Nov. 26-Dec. 3. Belgian trade sources predict an increased demand for electronic components, production and test equipment and special materials consistent with the expected 13 percent annual increase in the consumer, computer, communications, telecommunication control and instrumentation, medical and components supply sector of the industry. The industry trend continues toward greater efficiency and greater production through more automation and improved automatic equipment. Automatic testing equipment appears to be of the highest interest. Catalog Exhibition Section, 202-377-3973.

Lagos International Trade Fair. Nov. 27-Dec. 11. The Nigerian $50 billion Third National Development Plan (1975-80) makes provisions to improve many inadequacies in economic development. Among areas given primary importance are agricultural development, the communications network, building and road construction. Plan allocates $3.6 billion for strengthening agricultural sector. There is no local production or assembly of agricultural equipment. Imports are expected to reach $50 million by 1980. Expenditures on expansion of the telephone and telegraph system alone represent a potential market of over $1 billion between 1975 and 1980. Virtually all communications equipment must be imported. Nigeria's rapidly increasing population, as well as its expanding economy as a result of mounting income from oil revenues, has created a boom in the building and construction industry. Reginald F. Biddle, 202-377-4564.

Printing and Graphic Arts Equipment Exhibitions. U.S. Trade Centers: London, Nov. 28-Dec. 1, and Stockholm, Dec. 6-9. Designed to feature a broad range of equipment with good sales potential in the U.K. and Scandinavian markets. Market research recently conducted in the United Kingdom and Scandinavia has identified opportunities for U.S. producers of printing and graphic arts equipment. In the United Kingdom, the level of investment in 1976 in graphics industry equipment reached $88 million; it is expected to increase to $119.7 million in 1981. In Scandinavia, also a dynamic market, sales are expected to increase by about 27 percent to $175 million in 1981. While tandem participation offers a distinct marketing advantage, a firm may participate in either one or both exhibitions. William G. Stepp, 202-377-4602.

Hospital & Medical Equipment Exhibition. U.S. Trade Center, Taipei. Nov. 28-Dec. 2. Features high technology machinery, equipment, systems, fixtures and technical support supplies for a wide range of medical, surgical and health-care industry requirements on Taiwan. Growing numbers and constant upgrading of hospitals, institutions, clinical labs, medical centers, research centers, mobile & rural health-care/screening centers, emergency centers and vehicles point to the value of this event. A recent market study projects that by 1980 U.S. suppliers will enjoy almost $6.5 million in direct sales to Taiwan for the specific products in this event. Equipment in demand includes cardiological, pulmonary, pediatric, renal, neurological, ophthalmological, operating suite, emergency room, intensive-care patient monitoring & support, clinical lab testing / processing / analyzing / recording / data systems for management control & support. Dave Horridge, 202-377-2798.

Textile Machinery Seminar Mission. Philippines, Thailand, Korea. November-December. The Korean textile industry occupies a preeminent position in the Korean economy as the most important export industry. The government actively promotes expansion of textile production facilities and is about to invest some $1.026 billion in production expansion over the next 5 years. In Thailand, textile manufacturing is the major industry with investment exceeding $650 million. U.S. machinery has become more price competitive since 1970. The textile industry in the Philippines is making a rapid recovery and industry leaders are optimistic that substantial textile plant expansion will result. Seminar participation is limited to 7 U.S. firms. Robert J. Bucalo, 202-377-3741.

Petrochemical Processing Technology and Equipment Technical Sales Seminar. Romania, Bulgaria, Yugoslavia. December. Seminar will focus on specific interest shown by the three host countries with particular emphasis on the Romanian-Kuwaiti joint venture at Navordari, a proposed billion-dollar complex. Bob Bradshaw, 202-377-5164.

Electronic Data Processing Seminar Mission. Algeria, Tunisia and Syria. Dec. 3-15. The rapidly emerging economies of North Africa and the Middle East are looking to U.S. EDP technology as a vehicle to facilitate and implement their ambitious development programs. The Algerian EDP community considers itself capable of absorbing the full impact of the latest technology. Use of computers in Tunisia is growing. The government is adopting modern systems analysis techniques which will bring in more than the 50 medium to-large computers now operating in Tunisia. Syria is beginning to enter the computer age and the country is showing signs of making greater investments in computer technology. Contact Geoffrey H. Walser, 202-377-2973.

Building Materials and Equipment Exhibition. U.S. Trade Center, Tehran. Dec. 4-8. The Iranian Government is committed to an intensive housing construction program that offers excellent opportunities for U.S. firms in the areas of building materials, prefab components, plumbing, fixtures, hardware, tools, and related equipment. Some $3.4 billion has been allocated for construction of 800,000 housing units during the 1973-78 period. Plans call for 3.7 million housing units to be built by 1991. The market for building and construction materials and equipment is growing at an annual rate of 35 percent. Bill Monroe, 202-377-2952.

Business Equipment, Computers and Peripherals Exhibition. Caracas. Dec. 5-10. The Venezuelan market for business equipment is expected to grow at an average rate of 28 percent during the 1976-79 period, a pace which will boost annual consumption from $67 to $140 million. Demands will be fueled by a rapid expansion of government services and accelerating modernization of business practices—both stimulated dramatically by substantial recent increases in oil revenues. Venezuela depends almost entirely on imports for business equipment and U.S. manufacturers are the leading suppliers to the market. Imports from the United States are expected to double from $41 million in 1976 to $88 million in 1979. Hans J. Amrhein, 202-377-2332/ 2995.

Electrical Energy Systems Technical Sales Seminar. Poland, German Democratic Republic, Hungary. Dec. 5-15. The five-year plans from these three countries place high priority on development of generation, transmission and distribution, and storage of electrical energy. Large investments in equipment and instrumentation are to be made during the 1976-80 period. This seminar will be limited to six companies. Mike Frisby, 202-377-5186.

Philippine Toy and Hobby Trade Fair, Manila. Dec. 7–Jan. 2. 400,000 local and international visitors are expected at the first Philippine Toy and Hobby Trade Fair being held at the Philippine Center for International Trade and Exhibitions, Cultural Center Complex, Manila. Opportunities to develop joint ventures in manufacturing and sell licensing agreements exist for U.S. manufacturers of toys, sporting equipment, and hobby products. Direct sales opportunities in American sporting equipment and hobby products are encouraged, but high import tariffs limit direct sales of toys. Wyatt Martin, Commercial Attache, American Embassy, A.P.O. San Francisco 96528.

Electronic Production and Test Equipment Trade Mission to India. January. Indian market for imported electronics industry production and test equipment is expanding. In 1976-77, nearly $50 million worth of such equipment will be required by end-users; of this, an estimated $40 million will be imported. Equipment identified by market research as offering highest sales potential includes that for semiconductor and integrated circuit production, printed circuit and passive component production, wiring, assembling and other interfacing, and test equipment for production/inspection of electronic products. Mollie Cleveland, 202-377-4511.

Medical Equipment Trade Mission to Israel and Iran. January. In Israel, American medical equipment enjoys a good reputation for quality and after-sales service. Israeli market for medical equipment is expected to rise to $24 million by 1980, of which $21 million will represent imports. One of the top concerns of Government of Iran has been expansion and improvement of health care delivery system. Capital investment in health facilities by public sector is expected to grow from $147 million in 1976 to $392 million in 1980. In addition, investment in the private sector is now growing at a 20 percent annual rate and should reach $27 million by 1980. The market for medical equipment, over $44 million in 1975, is expected to grow by 15 percent a year through 1980. Mollie Cleveland, 202-377-4511.

Frozen Food Equipment and Technology Technical Sales Seminar. Poland, Hungary, Yugoslavia. Jan. 14-27. Equipment for cold storage, quick freezing, and preservation of fruits, vegetables, meat, prepared dishes and meals. Among equipment needed is: fluidized air freezing and liquid contact freezing equipment, air blast belt freezers, air blast tunnel freezers, compressors, automated control panels and alarm systems for cold storage areas, packaging, mobile facilities for distribution, quick frozen ready to eat institutional meals, pre-processing holding area design and equipment, and other equipment. Judith Robinson, 202-377-3376.

Computers and Peripheral Equipment Exhibition. U.S. Trade Center, London. Jan. 16-20. Great Britain represents one of the largest single markets for U.S. computers and peripheral equipment. British computer market is expected to reach $1.2 billion by 1980 with the U.S. share anticipated to be well over 60 percent. Indications are that U.S. sales of large, medium and small computers will continue to rise, while sales of U.S. minicomputers and peripheral hardware will follow a much steeper upward trend. Mini/micro computers also offer outstanding sales opportunities. John L. Wolf, 202-377-3459.

Pollution Control Equipment Exhibition. U.S. Trade Center, Sao Paulo. Jan. 16-20. In June 1976 the State of Sao Paulo put into effect a law on pollution, the first comprehensive pollution law in Brazil. Imports of air and water purification and pollution control equipment are expected to rise from $38.8 million in 1972 to $72 million in 1978; U.S. is expected to capture more than one-third of the 1978 market. A seminar will be conducted in conjunction with the exhibition; U.S. exhibitors will be invited to participate. Beryl Cohen, 202-377-5427.

Printing & Graphic Arts Seminar/Exhibit. U.S. Commercial Office, Moscow. Jan. 16-20. Only Moscow and Leningrad in the USSR have printing equipment that meets Western standards; elsewhere in the Soviet Union the printing and graphic arts equipment is defective, outdated, or obsolete. Demand for modern printing and graphic arts equipment is high due to the Soviets' goals of modernizing and expanding existing printing facilities. Jim Robb, 202-377-4810.

Chemical and Petrochemical Exhibition. U.S. Trade Center, Tehran. Jan. 22-26. Iranian government planners have placed special emphasis on the rapidly expanding chemical and petrochemical industries. In the next ten years, Iran plans to spend $8 billion on the petrochemical industry alone, and the long-range outlook for other chemical and downstream petrochemical industries is one of accelerated development. In aggregate, Iran will purchase an estimated $177 million worth of chemically associated equipment in 1980, while annual capital expenditures in this field are expected to reach $1 billion by the beginning of the next decade. Contact Don Ryan, 202-377-2952.

Computer Systems Seminar Mission. Spain, Greece, Turkey. Jan. 23-Feb. 4. Greece's application for early membership in the common market has increased awareness of electronic data processing requirements. In Turkey a longer term potential exists in government data processing as the concept in the Spanish market promises to be exceptional, stimulated in part by broader and more sophisticated usage of data communications networks and spurred by new industrial and scientific EDP applications. Trade Missions Section, 202-377-4456.

Petroleum Exploration, Drilling and Pipeline Equipment Exhibition. U.S. Trade Center, Mexico City. Jan. 24-26. Exhibition being held to help insure that U.S. firms receive their share of the $15.5 billion the Mexican Government will be spending on new investment in this field through 1982. Market survey summary available. C. M. Cummings, 202-377-4463.

Process Control and Instrumentation Exhibitions (Tandem). U.S. Trade Centers, Milan, Jan. 24-27, Paris, Jan. 31-Feb. 3. The Italian process control market is in continuous growth and total consumption will exceed $172 million by 1980. Imports account for over 39 percent of the total market, with the U.S. share to increase 14 percent by 1980. Italian import taxes have been revoked, making Italy a strong market for U.S. firms. French process control imports amounted to $69 million in 1976. The consumption rate is projected to increase by 9 percent annually, with the U.S. import share rising 12-14 percent. Bill McClure, 202-377-4975.

Agribusiness Seminar Mission to Ivory Coast, Cameroon and Zaire. February. Will highlight advanced U.S. equipment, techniques and systems for agricultural development. Self-sufficiency in food production is a primary goal in current development plans for all three countries. Major efforts will be made to increase volume of export crops (corn, coffee, cocoa, oil palm, cotton and sugar cane). In the Ivory Coast, sugar cane was not cultivated until 1975. The Ivorian sugar cane crop is projected to exceed 2 million tons by 1980, representing a 20-fold increase. Agribusiness projects in Cameroon include $9.2 million for rice production, $7.5 million for sugar and $14.5 million for livestock. Zaire plans public expenditures of $80 million, 1975-80, to expand output production of palm oil, cotton, maize, fish, livestock. Jonnell Jacobson, 202-377-4918.

Computers and Peripheral Equipment Exhibition. U.S. Trade Center, Tokyo. Feb. 6-10. The Japanese market for computers and peripherals is expected to expand at an average annual rate of 18 percent from $2 billion in 1975 to an estimated $4.5 billion in 1980. Japanese imports of U.S. equipment are expected to reach $375 million in 1980—a 58 percent share of the import market. Market summary and basic research available. Robert Levine, 202-377-4379.

Scan-Tronics (Electronic Components and Assemblies) Exhibition and Seminar. U.S. Trade Center for Scandinavia, Stockholm. Feb. 7-10. The United States is a major supplier of electronic components to the Nordic Countries—Sweden, Norway, Finland and Denmark. With a market approaching $400 million in 1976, Sweden imported $61 million of components and assemblies from the United States, which is the chief supplier of semiconductors, and a leading supplier of passive components and electronic tubes. The pace of investment is expected to increase, and U.S. technology will be in great demand. American manufacturers having earned a respected position, can improve their market shares through reinforcement of marketing programs. Call William Beiring, 202-377-3276.

International Housewares Fair, Cologne. Feb. 16-19. Conservative estimates put total houseware market in countries of Western Europe (expanded European Community, as well as Austria, Switzerland, Sweden, Norway and Finland) at $10 billion annually. Products to be exhibited at American Pavilion include: domestic machines and appliances, kitchen utensils, household and cleaning aids, incidental furniture and wicker articles, cutlery and flatware, fine metalwares and tableware articles, gift items and arts and crafts. Loretta Allison, 202-377-2905.

Avionics and Aviation Ground Support Equipment Exhibition and Seminar. U.S. International Marketing Center, Singapore. Feb. 20-24. As a major commercial, banking and tourist center in Asia, Singapore must constantly expand and upgrade her airport facilities, and capabilities. Passenger traffic is projected to reach ten million by 1982, a growth of 163 percent; freight traffic is expected to increase 374 percent. New international airport is being constructed at Changi costing $528 million. George Paine, 202-377-2471.

Cardiovascular Research Seminar/Exhibit. U.S. Commercial Office, Moscow. Feb. 20-24. The Soviet Union plans to build 20 new

cardiological centers during the next four years. Showpiece will be in Moscow. Reportedly, $5 million is to be spent for basic equipment. Jim Robb, 202-377-4810.

Mining and Heavy Construction Equipment Exhibition. U.S. Trade Center, Mexico City (off-site). Feb. 21-24. Mexico plans to double the production of many essential ores such as iron, copper, fluorite, and coal between 1977 and 1981. Government will complete or initiate construction on at least 10 earth-filled dams and hydroelectric projects within the next six years. Additional government plans call for initiation and completion of numerous highways and roads. To implement these plans, Mexico is expected to import almost $2.6 billion worth of mining and heavy construction equipment between 1977 and 1981. U.S. manufacturers, the suppliers of choice, will supply at least 70 percent. Mary R. Wiening. 202-377-2313.

Licensing, Investment Abroad

AUSTRIA—Firm seeks contacts with U.S. companies desiring **production facilities** or licensing. Firma Franz Gabler, Bandfabrik, Postfach 1, A-4050 Traun. P-77382.

GERMANY—Seeks exchange of know-how and cross licensing arrangement for production of **acid proof interior linings for use in industrial chimneys.** Firm was established in 1850; is one of leading West German enterprises for design, construction, erection of chimneys for power stations and industries. Company has been involved in chimney construction for clients in Europe, Near East, Africa. Has staff of 300. Wolfgang Schwanz, Franz Hof GmbH, Gutleutstr. 332, D-6000 Frankfurt/M. Telephone: 0611-234347; telex, 412854; cable, KAMINHOF FFM. P-77380.

KUWAIT—Firm seeks to match product offers made to it by Japanese companies with comparable product lines available in U.S. Has received product information and price quotation in following areas: **new agriculture products, e.g. fertilizer tubes or solid rods, slow release nutriment packages, soil binders, arid zone grasses, shrubs and tree samples;desert reclamation and greening systems, e.g., stabilizing compounds and distribution equipment, artificial humus, grass, slow release nutriment mixture with distribution (spraying) equipment, known also as greening systems; solar power appliances, e.g. radios, watches, record players; artificial wall facing.** Firm is also interested in investigating feasibility of small fish hatchery which would be associated with local restaurant where customers could "catch their own." Is interested in both hatchery equipment and information exchange (possibly through franchise) with food outlets in U.S. having similar marketing approach. Khalil I. Shaheen, Mng. Dir., Technical Appliances Co., Ltd., P.O. Box 5648, Safat. Telex, 2241 KT; telephone, 417615. P-77381. WTDR.

SWITZERLAND—Well established concern seeks licensing rights for manufacture of **oral jets** (electrically powered water jets to clean space between teeth and massage gum). Firm desires to produce relatively large quantities for sale through European department and chain stores, to which it has excellent connections. Company would also attend to adapting electrical parts to European electric safety standards. It presently operates newly built, modernly equipped plant, which includes large highly automated plastics working division. Rene Steiner, Vice Dir., Gimelli & Co. AG, Eichenweg 2, 3052 Zollikofen. P-77387.

0111—MALI—Firm plans to construct mill to produce wheat, corn, millet, sorghum flour. Seeks American firm to grow **wheat.** U.S. firm would provide agricultural equipment, know-how and personnel. Additional information from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77900. OPIC.

0161—COLOMBIA—Joint venture partner sought for **vegetable exporting** project. Company plans to grow specialized vegetables for export to Venezuela, Caribbean and U.S. during off-seasons. Crops being considered include asparagus, artichokes, endives, leeks, garlic, strawberries and curuba. U.S. firm would provide marketing network. Jaime Wills Obregon, Industria Lechera Entre Rios, Aptdo. Aereo 151170, El Dorado, Bogota. Telephone, 810928; cable, INDULER. P-77877.

0179, 0219 — ECUADOR — Investment of $400,000 desired to convert 3,000 hectares of level farm land for **African palm production or livestock raising.** Sra. Norma Tamayo, Calle Luis Espejo 476, Quito. Telephone, 531-646. P-77878. OPIC.

2026—SAUDI ARABIA—U.S. joint venture partner desired to establish **dairy plant producing fresh milk, powdered milk, yoghurt.** U.S. firm would have 40% equity and provide know-how, machinery, equipment. Firm plans to purchase 500-1,000 Friesian cows. U.S. livestock dealers are requested to send offers. Plant will be in Taif, about 120 miles from Jidda. Firm requests offers ASAP by telex. Dr. Mohamed Munir, Mktng. Mgr. Telex, 40008 GAC SJ; Attn. Dr. Munir; phone, 30674 & 34939; cable, NOBLEAIM, Jidda. P-77361. OPIC.

2032—MEXICO — Manufacturer seeks licensing arrangement to produce **dietetic and other foods.** Firm is manufacturer and retailer of food products. Sells throughout Mexico. Sergio Rulfo, S.A., Ave. San Jeronimo #1166, Mexico 20, D.F. Telephone: 595-1586 or 595-1107. P-77890. WTDR.

2041—NIGERIA—Government corporation seeks U.S. partner for establishment of **corn mill** industry in Kaduna State. Mill would process Guinea corn and other locally produced grains into fine flour for human consumption. U.S. partner would handle design, construction, procurement of machinery and equipment for plant. Equity participation of 20% to 40% desired. Gen. Mgr., Kaduna Investment Co. Ltd., P.M.B. 2230, Kaduna. P-77385.

2041, 3551—SUDAN—Firm seeks complete line of equipment for **flour mill** producing 80 tons daily. Also interested in U.S. joint venture partner. Mushin Salih El Gadamt, P.O. Box 48, Kassala. P-77383. OPIC.

2048—ZAMBIA—Financing is sought to establish plant for production of **feed for poultry and swine.** Initial production capacity will be 30,000 m.t. annually of stock feed super concentrate. Zambia's current annual requirement of feed is 250,000 m.t. Estimated cost of project is $575,000. Additional information from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77879. OPIC.

2531, 3231, 3662—TRINIDAD & TOBAGO—Firm desires license or to purchase **designs for school furniture; vehicular and pedestrian traffic control equipment; reflectors for road and traffic control.** Company manufactures tools, dies, molds, precision spare parts. Descriptive ltierature desired. Additional information from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77880. OIEC.

2731—ECUADOR—U.S. investor sought for **book publishing company.** Sra. Norma Tamayo, Calle Luis Espejo 476, Quito. Telephone: 531-646. P-77881. OPIC.

2834—IRAN—Seeks joint venture with U.S. firm to manufacture **generic pharmaceuticals.** Iranian Government recently indicated that it wishes to become self-sufficient in production of pharmaceuticals and non-prescription medication within five years and it seems likely that additional licenses for manufacture in Iran will be issued. Iranian firm does not have experience in pharmaceutical production but does have good business reputation. M. Dellal-Nejad & Sons, P.O. Box 206, Tehran. P-77362. OPIC.

2842, 2899—BELGIUM—Large firm employing 770 people seeks licenses from U.S. firms to manufacture following types of chemical products: **Metal treatment products; chemicals for treating non-metallic materials prior to painting and coloring; hardening salts for metals before transformation; sophisticated insulating materials; chemicals used in metallic construction.** Ms. Doris Atkind, Trade Promotion Officer, European American Banking Corp., 10 Hanover Sq., New York, N.Y. 10015. Telephone: 212-437-4300. P-77384.

2861—BOLIVIA—Seeks technology to produce **liquid and gas phase carbon by-products of wood charcoal production.** Firm currently produces 4,000 t. of wood charcoal per year. Victor Noriega T., Sociedad Quimica Forestal Ltda., Casilla 2369, La Paz. WTDR. P-77363. OPIC.

3069, 3079—AUSTRALIA—Seeks licenses from U.S. firms to produce **furniture and auto parts, engineering and technical plastic components and medical disposables.** Established 5 years ago, firm has annual sales of $120,000 in above products. Plaskona Industries Pty. Ltd., Lot 47, Thomas St., Ferntree Gully, Vic. 3156. Telephone: 758-4898. WTDR. P-77364.

3079, 3429, 3999—GERMANY—Seeks technology from U.S. manufacturers of **home improvement articles and equipment, especially suited for do-it-yourself use,** to make these items under license. Firm has good contacts in German do-it-yourself market and furniture industry; is also interested in cross licensing arrangements. Established 1947, employs 50, has annual sales of about $8 million. Manufactures plastic surface foils to improve appearance of doors, furniture boards, edgings; also makes edge banding and cutting machines and related equipment. Volker Boecke, c/o Gebr. Halbert—Gehaplast, Postfach 100327, Lange Str. 101, 4970 Bad Oeynhausen. Telex: 9724847. P-77892.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

3079—KENYA—Seeks joint venture partners interested in a 49% equity to manufacture **fiberglass reinforced plastic products.** Manufacture of fiberglass and polyester resin at later stage under license will be considered. Products of interest include corrugated sheets, storage tanks, food trays, furniture, boats, sinks, bathtubs. Formed in 1975, firm employs about 20; all work is presently done using hand lay-ups. Company is having difficulty meeting order deadlines due to lack of suitable machinery and equipment. Anders K. Mwaniki, Kenafro Fiberglass Co. Ltd., Ngara Road, P.O. Box 27384, Nairobi. Telephone: 26520. P-77365.

3161—FRANCE—Large, established company seeks to manufacture under license **plastic rigid luggage.** Firm currently produces brake linings, asbestos, gaskets, heating equipment, hoists, mechanical power transmission equipment, electronic equipment, plastic molded parts and accessories for cars. Christian Cornelis, Commercial Mgr., SOFICA, 8 rue Louis-Lormand, La Verriere, 78320 Le Mesnil-St-Denis. P-77882.

3312, 3317, 3568—BRAZIL—Small firm, manufacturer of expansion joints and flexible tubes, has two-stage expansion project to: (a) build new factory on company-owned land to increase productivity and to include manufacture of **metal bellows, metal hoses, flexible couplings, stainless steel pipe,** for use by nuclear industry among others and (b) to manufacture **rigid iron tubes** for petro and petrochemical, naval, steel and nuclear industries. Development Bank of Rio de Janeiro is studying possibility of financing 70 percent of investment. Firm seeks joint venture partner with capital participation, machinery, equipment, technical assistance. It offers up to 40% equity participation. Ademar de Almeida, Gen. Mgr., Mangueira Flex do Brasil Ltda., Avenida Brasil 12.467-F, 20000 Rio de Janeiro. WTDR. P-77898. OPIC.

3312—FRANCE—Small firm, specialized in transformation of sheet steel, is interested in manufacturing under license any complementary products in **sheet steel or sectional steel.** Company's main activity is manufacturing metallic constructions such as floating barrages for nuclear plants, footbridges and pontoons for pleasure harbors. Mr. Teyssier, Aluco, Route d'Ingremare Heudebouville, 27400 Louviers. Telephone: 32-40-21-36. P-77366.

3356—INDIA—Medium-sized manufacturer of tubular steel structures, boiler components, process equipment and mild steel conduits intends to form new company to produce **nickel alloys in strips, sheets, foil, rods, sections.** Plant is to be erected at Hosur in Dharmapuri District of Tamil Nadu State. Initial estimated investment is about $1.7 million to produce annually 1,200 m.t. of nickel alloy products worth about $8 million. Company is seeking both equity and technical participation. Ramesh L. Bakhtani, Mgr. Dir., Gitanjali Tubes Private Ltd., 13 Wallace Garden, Second Main St., Madras 600006. P-77899. OPIC.

3400—AUSTRIA — Leading manufacturer of T-bar ski lifts, chairlifts, cable car bodies, is interested in licensing arrangements to produce similar **modern metal products.** Company's current production includes also light steel tube poles, concrete steel plates for railway crossings, machines, boiler tube bows for gas and water pipe installations, and other hardware products. Company has its own drafting department, employs 300 people. Annual turnover reported to be about $6 million. Prok, Dkfm. Ing. J. E. Swoboda, Traunsteinwerkstratten Swoboda, Schloss Oberweis, A-4664 Oberweis. P-77367.

3429—FRANCE—Small manufacturer and distributor of tools for metal and wood industries, blowers and heating installations, and materials handling equipment, seeks licensing rights for manufacture of **clamping systems for the metal and wood industries.** Company employs 36, reports annual sales of $2 million. Rene Paquerit, Chmn., Pressabois-Pressafer & Cie, 1 rue Alexandre Dumas, 78100 Saint Germain. Telephone: 963 32 20. P-77897.

3443 — BELGIUM — Medium-sized manufacturer of boiler works, principally in stainless steel and nickel alloys, seeks licensing arrangement to produce **air coolers in stainless or industrial steels,** to be used for refrigeration of industrial gas, water, other liquids. Company's clients are chemical, petrochemical, pharmaceutical industries in Belgium, Italy, Netherlands, Germany. Ir. j. Cammaert, Gen. Mgr., Toleries Gantoises, 79 Koning Albertlaan, 9810 Drongen. Telex, Inox B 11388; telephone, 091/26 19 69. P-77368.

3443 — SWEDEN — Firm specializing in energy saving processes and inplant air pollution control seeks licenses. Product interests include **energy saving equipment such as heat exchangers and pumps,** particularly interested in products resistant to aggressive gases and suitable for high temperature; **inplant air pollution control equipment** especially for oil mist separation, dust collection, and welding fume removal; **systems for recovering materials after separation,** particularly solvents. Firm designs, installs ventilation plants; employs 150. Operates several branches, well managed. Gert-Inge Olsson, AB Ventilatorverken, Bronsyxegatan 9, S-213 75 Malmo. Telephone: 040/21 00 10. P-77883.

3452 — GERMANY — Company, engaged as wholesaler/distributor of **refined steel screws** with customers in chemical, machine-building, ship-building, automobile, food, mining and nuclear energy industries, seeks cooperation agreement with U.S. manufacturer interested in being represented in Germany. Firm established 1952, employs 40. Ludwig Boeger, c/o Walter Boeger, Postfach 140220, Vogelruth 15-17, 4800 Bielefeld 14. Telex: 937-308. P-77369.

3479, 3563—UNITED KINGDOM—Manufacturer of vacuum pumps and components; **vacuum heat treatment furnaces, vacuum metallizer plant, seeks vacuum technology;** could include metallurgical processes, metal joining process, melting process, coating process, vacuum metallizing processes, etc. Employs 950. Alan P. Thornhill, Dev. Mgr., General Engineering Co., Bury Road, Radcliffe, Manchester, M26 9UR, England. P-77370.

3531—NETHERLANDS—Manufacturer of **transport equipment for bulk products, mixers, silo discharging equipment and hammer mills** seeks licenses. Firm employs 150. J. Koel, Mgr., Sluis Machinefabrieken BV, 6 Tussendiepen, Drachten 9330, Netherlands. Telephone, 05120/13644; telex, 46030. P-77386.

3532—AUSTRALIA—Company active in mining industry, with its own range of rail mounted ore trucks and personnel carriers, wishes to increase its range of products. Is interested in either licensing and/or joint venture arrangement. Following products would be of interest: **mining vehicles, rubber tired; continuous miners; braker, feeders; screens; vibratory feeders, and conveyor systems.** Would also consider reverse licensing arrangement for manufacture of its range of rail mounted vehicles. G. Fellinga, Dir., Chess Engineering Pty. Ltd., P.O. Box 292, Mascot, N.S.W. 2020. P-77371.

3532—GERMANY—Seeks to exchange licenses with large U.S. firms to produce **underground mining machinery and equipment.** Company currently manufactures underground transportation and drilling machinery including roadway haulage and cage loading equipment, tub circulating systems and dumping devices for use in coal and ore mines. Is interested in acquiring, granting, and exchanging licenses in relevant fields. Established 1918, has 200 employees, annual sales of $63 million. Bodo Finger, Gen. Mgr., Maschinenfabrik Moenninghoff, Ehrenfeldstr., Postfach 1749, 4630 Bochum. Telephone, 0234/37155; telex 0825758. P-77372.

3541—FRANCE—Manufacturer of **small cutting machine tools and accessories** seeks licenses to make allied products. Established 1953, employs 23; annual sales, $1.2 million. Guy Marchand, Gen. Mgr., Societe Parisienne d'Outillage, 36 bis rue Paul Eluard, 93200 Saint-Denis. Telex, 630.956F; telephone, 752-3074. P-77388.

3541—INDIA—Seeks joint venture to establish $2.8 million **machine tool plant** in West Bengal. Plans to produce sophisticated **center lathes and milling machines** with head stocks and infinitely variable hydraulic drives. Needs technical and financial assistance. Also needs following machinery which is not available locally: gear cutting and grinding machines, hardening and heat treating equipment, gages, tools, testing equipment. New public corporation will be set up to handle proposed projects. Indian firm presently makes hydraulic gear pumps and attachments. Man-

aging director has mechanical engineering degree, experienced in machine tool field. S. Mukherjee, Mng. Dir., Hydromatic Engineering Pct. Ltd., P3 Surawardy Ave., Calcutta 700017. Cable, HYDROMAT Calcutta; telephone, 441887. Details available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77894. OPIC.

3559—FRANCE—Seeks licenses to manufacture **granulators and mixers for chemical and pharmaceutical industries.** Firm established 1922, employs 30; manufactures food processing machines; also makes food, chemical, pharmaceutical products and canned foods. Ph. Kustner, Chmn. and Gen. Mgr., Kunster Freres S.A., 103 ave. Rouget de l'Isle, 94400, Vitry. Cable: KUSTFRECO; telephone, 680 26 02. P-77895.

3564—SPAIN—Manufacturer and distributor of **dust, sawdust, wood shavings, other waste collection machinery** plans to expand. Needs capital and advanced technology in its product line. Prepared to offer management participation to U.S. investor. Spanish firm claims there is considerable domestic market for its type of equipment. Good reputation. M. Edo Angulo, Mgr., Instalaciones y Montajes, S.A. (COMAYOMO), Cuenca 55, Alacuas, Valencia. Telephone: 96/150-3716. P-77884.

3566—GERMANY — Large manufacturer of turbo couplings for heavy duty use and complicated start-ups, is interested in licensing arrangement to produce (1) **drives, belt, variable speed** and (2) **adjustable speed drives, belt type adjustable-pitch-sheave.** Company established 1956; employs 800. Interested firms should contact Commercial Section, U.S. Con. Gen., Urbanstr. 7, D-7000 Stuttgart 1. P-77373.

3569, 3534—CHILE—Major manufacturer seeks exclusive representation for line of **automatic fire sprinklers and moving stairways** for hospitals and general industrial use. Firm is large producer of electrodes, welding machines and medical, industrial gases. Has diversified activities to cover complete supply to hospitals, including turnkey projects. Has sales of around $10 million. Carlos Elton A., Exec. Vice Pres., Industria Chilena De Soldaduras S.A. INDURA, Av. Francisco Bilbao 2162, P.O. Box 13850, Santiago. Telex, 40527-40057; telephone, 235746. P-77374.

3582, 7011—PAKISTAN—Firm seeks U.S. collaboration to **modernize existing hotel facilities and establish new hotel.** Also interested in purchasing **drycleaning equipment.** Representative of firm will be in U.S. around Sept. 12 for discussions with interested firms. Safdar Iqbal Puri, Mng. Dir., Iqbal Sons, 10 Commercial Zone, Gulberg III, Lahore. P-77375. OPIC.

3589—KUWAIT—Interested in marketing **commercial and household size trash or waste compactors.** Commercial compactors should have capacity that could handle an apartment complex; domestic units should be suitable for use in kitchen of average house or apartment. Gorm Fabian, Ahmad Abdulwahed Al-Ayoub, P.O. Box 823 Safat, Kuwait. Cable, ANDALOS, Kuwait; telephone, 433625. P-77376.

3651—KOREA—Seeks U.S. joint venture partner to establish proposed $2 million facility to manufacture **consumer electronic products such as high fidelity amplifiers, speaker systems, video recorders.** Looking for firm with advanced technology in field. Company established 1977 to handle foreign trade for its affiliated firms; also manufactures plastic parts for electronics industry. Joong-Bo Kim, Pres., Sedah Inc., C.P.O. Box 591, Seoul 100. Korea. WTDR. P-77896.

3662, 3079—AUSTRIA—Firm seeks licensing arrangements for manufacture of **pollution control equipment** such as electric parts for electrostatic charge of dust particles, air filters, and for **recovery of plastic waste.** For further information, contact Dr. Otto Steckelhuber, Austrian Trade Delegate, 845 Third Ave., 21st Fl., New York, N.Y. 10022; telephone, 212-421-5250. P-77885.

3662—ISRAEL—Seeks licenses, possibly as part of joint venture for advanced methods of manufacturing **transistorized amplifiers and intercom systems.** Established 1957, employs 40, has annual sales of 5 million Israeli pounds. Harell Lewy, Gen. Mgr., Radiophone Co. Ltd., P.O.B. 831, 55 Hayarkon Str., Tel Aviv. WTDR. P-77893. OPIC.

3714—MEXICO—Small manufacturer of variety of original equipment and spare parts for automotive industry seeks a licensing and/or joint venture arrangement to manufacture **automotive products.** Jesus Fernandez S., Gen. Mgr., Manufacturas Automotrices Del Notre 3129, Monterrey, N.L. Telephone: 83-510971. P-77377.

3714—PHILIPPINES — Large company, presently engaged as dealer of American assembled automobiles in Philippines, is seeking U.S. manufacturer of automobile/truck parts for joint venture to produce **automobile components.** Edward W. Yu, Gen. Mgr., Carmasters, Inc., United Nations Ave., San Marcelino St., Metro Manila. P-77378. OPIC.

3751—PORTUGAL—Principal shareholder of Portugal's second largest manufacturer of **bicycles and motorcycles** seeks contact with U.S. firms interested in buying the 51% participation he holds in company. Company established 1925 with registered capital of about $350,000. Employs 320, reportedly had business turnover of $2.75 million in 1976. Firm's industrial facilities are in 20,000 sq. m. plot, including 6,000 sq. m. of covered area. Asking price for participation, which constitutes majority interest and management control, is $1.25 million. Ilidio H.R. Vilarinho, Mng. Dir., VILAR-Industrias Metalurgicas, SARL, S. Mamede de Infesta, Matozinhos. Telephone: 900505. P-77379. OPIC.

3841—FRANCE—Firm seeks licenses to manufacture **electronic laboratory or medical apparatus.** Company produces precision instruments. Established 1949, has 90 employees. Y. Lepinay, Commercial Mgr., Societe H.B., 126 rue Diderot, 93500 Pautin. P-77886.

3843—FRANCE—Company seeks licenses to manufacture **dental equipment or dental laboratory equipment.** Established 1926, has 109 employees. Mr. Engerand, Mgr., Atlantic Codental, 21 bis rue de Paradis, 75010 Paris. WTDR. P-77887.

7011—AUSTRALIA—Firm desires U.S. joint venture partner to develop 30 **acres of ocean front property.** Complex will include marina, aquarium, hotel, shopping center. Approximate cost of project, $20 million. Bill Lee Long, Mng. Dir., Rainbow Pty. Ltd., 1 Koch St., Cairns, 4870 Queensland. WTDR. P-77891.

7011—ECUADOR—Investment of about $160,000 sought for development of **tourism complex.** Sra. Norma Tamayo, Calle Luis Espejo 476, Quito. Telephone: 531-646. P-77888.

8911—GERMANY—Firm engaged in **design and consulting engineering services for refineries** wishes to exchange know-how. Herr Harlinghaus, K. H. Harlinghaus GmbH, KG, Koenigsberger Str. 14, 7100 Heilbronn. Telephone, 7131/42959; telex, 72 8682. WTDR. P-77889.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under an investment, joint venture, licensing, or representation agreement, write to the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

Investment

GERMANY—Oil, natural gas exploration. Investment firm interested in investing capital in exploration with either larger U.S. oil and/or natural gas producing companies or with smaller exploration firms with proven capabilities. K-Immobilien Peter Kurz, Postfach 510342, 6800 Mannheim 31. File 3522.

GERMANY—Industrial pumps. Businessmen are interested in establishing small-

to medium size plant in midwest U.S. near supplier. Plant site should be large enough to include possibilities for future expansion. Dipl-Kmf. Dieter Burkert, Steuerberater, Alsterweg 15, 4800 Bielefeld 11. File 3523.

GERMANY—Buttons. Old established leading manufacturer wants to establish plant covering 2,000 sq. m. initially, expandable to 10,000 sq. m. Herr Hermann, Dill Knopffabrik-Galvanotechnik, 8591 Baernau. File 3524.

GERMANY — Cigarette tipping paper. Firm wants to build plant near or in cigarette producing state. Initial plant is to be 1,200 sq. m. to employ 40-50 Americans. U.S. Con. Gen., File 014, Box 515, APO New York 09080. File 3525.

GERMANY—Small motor parts for automobile industry. Firm wants to establish own plant with foundry, or joint venture with American foundry/production company, preferably in eastern U.S. If own plant, production site should be on flat ground within industrial area offering good railway/highway connections, electricity, water supply; to employ 50-100 Americans initially. Firm wants information on environmental protection regulations for area. Commercial Section, U.S. Con. Gen., Urbanstr. 7, D-7000 Stuttgart 1. Refer to company's product for identification purposes. File 3526.

Joint venture

FRANCE—Spiral welded aluminum tubes, pipes for the chemical, petroleum, food, brewing, thermal, electric, and nuclear industries. Company has developed new technique that allows high precision in welding, reportedly unknown in U.S. Pipes can be used to protect high voltage cables underground (with current between 300,000 and 1 million v.), for irrigation, as well as for above-named industries, and can be manufactured in small or large diameters, thick or thin. Yvan Cauwe, Mgr., Nordon et Cie, 9 ave. du 20e Corps, BP 44, 54001 Nancy Cedex. File 3527.

UNITED KINGDOM — Computer controlled message switching center for foreign exchange dealing and arbitrage. System uses direct coupling on leased lines. Company is seeking expressions of interest from suitable U.S. companies with data communications experience and effective service capability in New York/New Jersey area. G. Amer, Mktg. Mgr., Direct Systems Ltd., 181a Long Lane, London S.E.1. File 3528.

Licensing/joint venture

BELGIUM—Chemical additive. Used in cellular concrete, in some industrial residues (i.e., phosphogypsum residues from phosphoric acid industry, titanium dioxyde, sodium carbonate); paints; recycling of plastic wastes; production of polyethylene; granulation process for all kinds of fertilizers. Jean-Claude van Havre, V. Pres., SIPROC S.A., Blvd. St. Michel 97, B-1040 Brussels. File 3529.

SWITZERLAND—Pollution control equipment. Leading manufacturer is seeking to expand its activity in sewage treatment and related processes in U.S. by means of joint venture or licensing agreements. Company offers its substantial technology and equipment for mechanical and biological treatment processes, chemical processes and sludge treatment machinery and technology. Dir. Giorgio Albertti, Stab Marketing, Von Roll Ag, 4563 Garalfingen. File 3530.

Licensing

AUSTRIA—T-Bar ski lifts, chairlifts, cable car bodies. Leading Austrian manufacturer would deliver only small but highly sophisticated technical parts; rest would be manufactured in U.S. Prokurist Dkfm. Ing., J.E. Swoboda, Traunsteinwerkstaetten Swoboda, Schloss Oberweis, A-4664 Oberweis. File 3531.

BELGIUM—"Poulain" adjustable staircase. Is adaptable to various floor heights within range of about 8 in.; can be prefabricated from wood, metal or plastic, separately or in combination. Inventor claims staircase can cut construction costs up to 50%. Commercial Unit, U.S. Emb., Blvd. du Regent—27, 1000 Brussels. File 3532.

BELGIUM—Sonic testing of grinding wheels. Device was initially sold to wheel manufacturers (i.e., solid abrasives), is now sold also to end users. Dr. Ir. Albert Decneut, Dir., J.W. Lemmens-Elektronika N.V., Research Park, B-3044 Haasrode. File 3533.

GERMANY—Dietetic oat breads. Bakery producing wide range of specialty health breads according to recipes developed for broad range of nutritional and dietetic requirements, is offering its know-how to U.S. bakeries in health food market. Baeckerei Wilhelm Gleu, Koblenzer Str. 7, 6000 Frankfurt/Main. File 3534.

GERMANY—Alcohol distillation process. Firm claims its U.S. patented system has already proven its worth in its own distilleries requiring only 50-60% as much water as conventional systems and 250-300 kilos of steam per 100 liters of alcohol as well as providing considerable savings in time and cleaning costs; process leaves no after-taste. Hans Rother, Hans Rother Kornbrennerei & Likoerfabrik, Stockumer Sta. 102, 4712 Werne. File 3535.

GERMANY—Building blocks for children. Blocks that can be assembled easily and do not lose their rigid shape under continuous usage, achieved by special connector of soft, flexible material. Model system allows true-to-scale type of creative building. Theo Heitkaemper, Mgr., Multi-Plastic Kunststoffe GmbH, Industriestr. 8, D-7157 Sulzbach/Murr. File 3536.

GERMANY—Special materials, know-how for repair of enamel bathroom facilities. Kurt Stolz, REPABAD Emailreparaturen GmbH, Krehlstr. 8, D-7000 Stuttgart 80 (Vaihingen). File 3537.

GERMANY — Stacking chairs, folding tables of wood and steel frame. Rolf Hiller, Mgr., Erich Hiller & Co., Stuhl-Tischfabrik GmbH, Kippenheimer Str. 6, D-7634 Kippenheim 2. File 3538.

GERMANY—Unique chair that by its design and material, adjusts to person and reclining or upright position person wants without adjustment mechanism. Company is also offering rigid plastic chairs and tables, cabinets and folding cupboard wall and partition wall of unusual design. Rudolf Baresel-Bofinger, Knorrstr. 47, D-100 Heilbronn. File 3539.

GERMANY—Staircases made from metal and wood and individual stairs from concrete, marble, wood or any other material that customers desire; especially suited for prefabricated buildings. Company wishes to sell its patented know-how to regional manufacturers in U.S. Loehl or Timpe, Kenngott - Treppen - Organisation GmbH & Co. KG, Karl-Marx-Str. 72, D-7100 Heilbronn-Boeckingen. File 3540.

GERMANY—Precision fertilizer spreader. Company offers its patented tractor pulled spreader for manufacture in U.S. Through special multi-regulation process, spreading can range up to 2.5 acres. Spreader arms are movable, so objects they strike can do no damage; after object is passed, arms swing automatically back into working position. Spreader arm is available up to maximum length of about 40 ft. Kuxmann KG, Postfach 5340, 4800 Bielefeld 1. File 3541.

GERMANY—Waste removal system for domestic sewage sludge and industrial rubbish. Waste material is loaded into long cylindrical containers that are sealed and transported to processing plant. Rotation of container on its longitudinal axis mixes and compresses waste material and facilitates more efficient combustion in a power plant. Company is seeking licensees in U.S. to manufacture loading and discharging stations, railroad cars and containers. U.S. partners invited to inspect pilot plant in Germany. U.S. Patent No. 3801023. Altvater, Owner & Mgr., Altvater GmbH, Ravensburger Str. 6, D-7954 Bad Wurzach. File 3542.

GERMANY—Mining machinery and equipment. Firm is looking for large, well-established U.S. companies (over 400 employees) interested in acquiring, granting or exchanging licenses in relevant fields. Firm produces underground transportation and drilling machinery, i.e., roadway haulage and cage loading equipment, tub circulating systems and dumping devices for use in coal and ore mines. Bodo Finger, Gen. Mgr., Maschinenfabrik Moenninghoff, Ehrenfeldstr., Postfach 1749, 4630 Bochu. File 3543.

GERMANY—Thermo-igniter for oxygen lances. One of Europe's leading producers of semi-finished nonferrous metals has expressed interest in granting licenses to U.S. companies for production of newly-developed thermo-igniter for various types of lances. Rudolf Kallenbach, Otto Fuchs Metallwerke, Birkes Hoe 12, 5882 Meinerzhagen. File 3544.

GERMANY—Cable reel made of sheet steel with patented plate-bearings to handle 50 meters of cable. Company is second largest producer of cable reels in West Germany. Dr. Helmut Diebolder, HEDI-GmbH, Elektro-u. Geraetebau, Hauptstr. 5, 7919 Osterberg. File 3545.

GERMANY—Twin screw extruders, heavy-duty pipe extrusion dies, for rigid PVC pipe production. Firm is new-to-market, is engaged in design and development of plastic processing machines. Selbach, Gen. Mgr., ESDE Maschinentechnik GmbH, Mindener Str. 39, 497 Bad Oeynhausen 1. File 3546.

NEW ZEALAND—Vibratory pile driving machines. R. W. Talbot, Mgr. Development Div., R. C. Macdonald Ltd., P.O. Box 1691, Auckland. File 3547.

SWITZERLAND—"PMB" system for industrial manufacture of prefabricated buildings. Framework of system consists of steel or aluminum; facade elements of buildings permit use of standardized units. U. E. Bernhard, European Marketing Services, Ltd., Nonnenweg 21, P.O. Box 237, CH-4009 Basel. File 3548.

SWITZERLAND—Liquid plastic process to produce furniture without pressure or heat. Werner Eugster, Mgr., Multi Marketing Services Ag, P.O. Box 844, 4002 Basel. File 3549.

U.S. Representation

AUSTRIA—Rollerchains, industrial chains. Franz Kohmaier KG, P.O. Box 57, A-1051 Vienna. File 3550.

Direct Sales

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency.

Miscellaneous marine products

0919—JAPAN—Fresh Squillae: est. annual purchase $40,000. Fresh sea urchins; est. annual purchase $50,000. Buyer needs prompt offers to meet rapidly increasing local market demand. Buyer used to be importer/distributor of general houseware, but has diversified line of business to marine products. Capital $20,000. 1976 sales $800,000. Ref. Settsu Trust Banking Corp. Takatsuki Branch, Takatsuki City, Osaka Pref. Reply to—Ms. Yukiko Miki, Pres., Tsushima Co., Ltd., Daizoji 1-Chome, Takatsuki City, Osaka Pref. 569. Tel.: 0726-83-6674.

Anthracite coal

1111—MEXICO — Non-pulverized anthracite, 4 in. max., 300 to 500 tons/mo., for use in process of manufacturing storage batteries. New firm, capitalized at $10,000. Sales territory will cover Mexico City and state of Mexico. Monthly sales volume: $30,000. Employs 10. Bank reference: Banco de Puebla, S.A. Payment: letter of credit. Reply to—Sr. Aurelio Gomez Molina, Minero Quimica, S.A. Coruna No. 114, Colonia de Las Palmas, Puebla, Puebla. Tel.: 43-3490.

Highway & street construction

● **1611-1622—PANAMA**—Ministry of Public Works invites contractors experienced in construction of highways, bridges, and ancillary facilities to participate in bidding on construction of San Pablos-Los Anastacios Highway Project, of about 24.8 km. length, in Province of Chiriqui, about 500 km. north of Panama City. Project is partially financed by Inter-American Development Bank, and only contractors resident in eligible IDB member countries can participate. Interested firms must obtain print and specification documentations from Ministry of Public Works, 50th Ave. & 69th St., Panama City, at $400 cost, prior to submitting offers. If documents are returned within 45 days, 80% of cost would be reimbursed to firms participating in bid. Refer to MOP-IDB 3rd Program. Bid deadline, Sept. 2.

Heavy construction

● **1623—INDIA**—Indian Oil Corp. Ltd. invites firms to bid for construction of 803 km. long 24 in. o.d. x 0.281 in. w.t. crude oil pipeline from Viramgam to Mathura. Pipeline will pass through states of Gujarat, Rajasthan, and Uttar Pradesh (within Salaya-Koyali-Mathura Crude Oil Pipeline Project). Tender documents with drawings available for RS 500 (approx. $55), per set, from Senior Projects Mfg., Indian Oil Corp. Ltd., (Refineries Divn-Pipelines), 26 Kasturba Gandhi Marg, Kailash Bldg., 12th Fl., New Delhi. Refer to Bid No. VM/Mainline/1. Source of import financing likely to be against free foreign exchange. Interested bidders must obtain tender documents prior to submitting offers. Bid deadline, Sept 19.

● **1623361—INDIA**—Uttar Pradesh State Electricity Board invites firms to bid for the supply, delivery, installing, testing and commissioning of following equipment against spec. nos. noted against each for 400 kv. project at Obra, Sultanpur, Lucknow, Kanpur and Muradnagar in Uttar Pradesh: Spec. No. TDE-136, power line carrier equipment; TDE-137, oil treatment equipment and testing instruments for power transformers and reactors; TDE-138, line protection and disturbance recorder; TDE-139, isolators, clamps and fittings; TDE-140, field testing for power system and testing instruments. Interested bidders must obtain bid documents (until Aug. 26) from Mata Prasad, Superintending Eng., Electricity 400 kv Substation Design Circle, U.P. State Electricity Board, 4-A, Gokhale Marg, Lucknow-226 001 (U.P.), prior to submitting offers. Tender documents cost RS500 (US $60) per set by crossed Indian Postal Orders or Bank Draft endorsed in favor of Exec. Eng., Electricity 400 kv Substation Div., U.P. State Electricity Board, 23-Clyde Rd., Lucknow (U.P.). Requisition for tender documents accompanied with Postal Orders must be made by registered letter addressed to Mata Prasad or in person. Bid deadline, Sept. 27. Refer to Bid No. 31.

Fabricated rubber products

3069329—HONDURAS — Upholstery foam (latex). Firm is installing woodworking factory for mfg. furniture; wants to receive offers ASAP, cif Puerto Cortes, against L/C. Enjoys good reputation in local banking circles. Reply to—Sra. Sara Isabel de Castillo, Mgr., Sr. Roberto Castillo, 3a. Calle y 3A. Ave., Colonia Palmira, Tegucigalpa, D.C. Tel.: 221470.

Fabricated rubber products

3069779—FRANCE—Surgical rubber tubing: vascular prosthesis. Founded 1961. Importer & distr. of surgical & medical apparatus, equip., & supplies. Exports heart pacemakers & mfrs. hospital textile goods. Wishes import U.S. vascular prostheses for resale to hospitals and clinics. Above are used in surgery to substitute for diseased blood vessels. Imports from Japan, Pakistan, Italy, U.K., U.S., Sweden, & Denmark. Sales network incl. 8 traveling salesmen & its sales area covers France for major part of its line of products & Europe & Argentina for the pacemaker. Employs 38. Press has announced future extension of its premises & activities. Excellent credit rating. Recommended as trade partner for U.S. concerns. Reply ASAP to —Mr. Andre Hermann, Pres., Fournitures Hospitalieres, Z.A., Heimsbrunn, 68729 Illfurth Cedex. Cable Fournos; telex 881182 F; tel 89-819092.

Cement

3241011—KENYA—Portland cement—50,000 tons. Send offers with detailed illustrations, quotations incl. f.o.b., U.S. ports, prices, delivery terms, form of payment. Buyers are direct importers, exporters, agents & gen. merchants. Order to be delivered outside of Kenya. Mr. Wainaina, Dir., well known to Embassy, has started his own company in Kenya. Reply to—Mr. G. Wainaina, Dir., Giwa Development & Management Ltd., P.O. Box 44561, Nairobi. Tel. 338287.

Rolling, drawing nonferrous metals

● **3351111—ALGERIA**—Supply 200 M/T electrolytic copper wire, 6.5 to 8 mm. dia., ASTM.B.5-73 norme, 99.9 min. content, for electric cable unit machinery, at Rue de Constantine, Kouba, Algiers. Postmark acceptable for meeting deadline. Offer & corres. in French required; all specs. metric. Interested bidders must obtain French bid docs. prior to submitting offers from Unite Cablerie Electrique, Sonelec, B.P. 94, Kouba, Alger, Algiers, Algeria. Refer to bid no. 137-CAB-APP-77. Bid deadline Sept. 15.

● **3355162—PAKISTAN**—Seeking 17,860,000 lbs. aluminum conductor steel reinforced (ACSR) (Drake). Material required by WAPDA for construction of 336 miles 500-KV transmission line project costing $113.8 million of which $50 million is covered by IBRD loan. Bidders from World Bank member countries can participate. Tender docs must be purchased for $50 per set prior to submitting offers. Obtain bid docs, from Malik Mohammad Ashraf, Chief Engr. (EHV); Water & Power Dev. Authority, G-44, WAPDA House, Lahore, Pakistan. Refer to doc. no. 491-3. Bid deadline Sept. 8.

Fabricated struc. metal products

● **34412, 34524-26 — PHILIPPINES** — Bridge in structural steel sections; rivets, bolts, nuts & washers for rehab. of main line between Manila & Legaspi of Philippine Natl. Railways. Sealed tenders invited from member countries of Asian Devel. Bank & Luxembourg. Tender docs., specs., conditions available for P45.00 prior to submitting offers from Chairman, Prequal. Bid & Award Comm., Philippine Natl. Railways, 943 C. M. Recto Ave., Manila. Cable Ferroco; Tel. 21-00-11. Strict bid deadline Sept. 23.

Ordnance & accessories

● 3482020—GREECE—Supply 48,000 revolver cartridges 0.38 & 300,000 pistol cartridges for Greek Coast Guard. Financed from Greek Govt. budget. Bid docs. free & must be obtained prior to submitting offers from Ministry of Commerce, State Purchases Directorate 3, 20 Kanningos St., Athens, Greece. Refer to bid no. 931/1977. Bid deadline Sept. 9.

Metalworking machinery

3542356 — YUGOSLAVIA — Seeking a) complete automatic line for aluminum tube production; b) complete automatic line for aerosol bottle production; c) complete automatic line for 2-part aluminum beer cans. Capacities: a) 35 million tubes/yr; b) 10 million aerosol bottles; c) 50 million beer cans. Aluminum extrusion process preferred. No specs. offered. Please send copy of any corres. quotation & literature to chief designer of project: Ing. Dimitrije Ginic, Institut Za Ekonomiku Industrije, Marsala Tita 16, 11000 Belgrade. Reply to Projekt Lebane 220/ZV, Invest-Import, Terazije 5, 11000 Belgrade, Yugoslavia. Telex 11382. Refer to Sluzbeni List 34/77. Bid deadline Oct. 6.

Special industry machinery

3559530—IRAN—The Iranian Tobacco Co. requests bids to supply two automatic hydraulic presses, each with a strapping machine, to pack redried tobacco in cartons. The weight of each carton is 200 kgs.; the dimensions of each are 1180 by 740 by 750 mm. Each press should have a capacity of some 2,500 kgs. per hour. Write: Iranian Tobacco Co., 205 Iranshahr Ave, Tehran, Iran. Tender notice is No. 42366. Closing date is Aug. 29.

General industrial machinery

● 3561198, 3622098, 3613111—EL SALVADOR—This tender previously reported has been nullified by ANDA & reissued as follows: pumps & auxiliary equip. for 9 water pumping stations to supply water to metropolitan San Salvador N. area. Output ranges from 60 to 400 liters/sec. Motor starters & motors for use in water pumping stations. Control for water pumping stations. Est. overall value $1.2 million. Financed by govt. jointly with IDB loan bid-426/SF-ES contrato 7a. Bid docs. available for colones 150.00 (US $60) & must be obtained prior to submitting offers. Prior payment for docs. must be made at Tesoreria de ANDA, Edificio Commercial Pacifico, 92 Avenida Sur. no. 214. Refer to bid no. IM-4/77 P.Z.N. Contract 7a. Obtain bid docs. from Oficinas Proyecto Zona Norte (ANDA) Boulevard el Hipodromo 609, Colonia San Benito, San Salvador, El Salvador. Bid deadline Sept. 5.

● 3567100—INDIA—Design, mfr., supply, erection & commissioning one 50-ton direct arc electric melting furnace, complete with electrical equip., controls & auxiliaries for state expansion project of alloy steel plant. Arc furnace offered should be able to melt all types of mild & alloy steel scrap incl. light, medium & heavy melting grade, turnings & borings. Proposed arc furnace should comprise mechanical & electrical equip.: refractories; scrap charging equip.; fume extraction system, etc. Interested firms must procure tender docs. from below address on payment of rs 250 ($28.51) prior to submitting offers. This is one unit targeted under expansion program in which 170,000 tons/yr. ingot steel will be produced in different steel grades such as alloy constructional steel, carbon constructional steel, stainless steel, ball bearing steel, die block steel etc. Liquid steel produced will be cast into different sizes of ingots, either by top pouring or by bottom pouring practice. As a result of expansion, liquid steel will be produced in three 50-ton arc furnaces, ea. powered by 18.75 mva transformer. Of these, 2 arc furnaces supplied by Daido Steel Co. Ltd., Japan have been in operation since 1968. Obtain bid docs. from Commercial Mgr., Hindustan Steel Ltd., Alloys Steel Plant, Durgapur 712308, W. Bengal, India. Refer to ASP/PUR/7714001(045)/1. Bid deadline Oct. 10.

● 3569246—INDIA—Seeking 2 electrolyte filters for use in production of copper cathodes. Offer should be for complete filter with motor & pump. Specs. & bid docs. must be obtained prior to submitting offers. Quote C.I.F. prices for each item separately with earliest terms of delivery. This is urgent requirement for expansion of local copper complex owned by Govt. of India. Obtain specs from Mgr. (Materials), Hindustan Copper Ltd., Indian Copper Complex, P.O. Ghatsila 832303, Dist. Singhbhum, Bihar, India. Refer to bid no. CPS / IMP / 77-78 / WCE / 9. Bid deadline Sept. 14.

Service industry machinery

● 3589281, 9915503—GHANA—Tender for consolidated supply of equip., installation & hook-up of sewage treatment plant & allied facilities for urban community in Ghana's second largest city, approx. 170 miles from Accra. Specific equip. incl. 36 in. comminutor, mechanical aerators, system pumps, flow meters, controls, level sensors; laboratory equip. & access.; generating set. Project est. at about $2.6 million to be financed by govt. Specs. & tender docs. available for nonrefundable fee of approx. $205, & must be obtained prior to submission of bids. Obtain bid docs. from Purchase Officer, Ghana Supply Commission, P.O. Box M-35, Accra, Ghana, Cable Ghana Supply; TX 2080; tel., 28181. Refer to tender no. WWD 3407. Bid deadline Oct. 28.

Elec. trans., distrib. equipment

● 3613200 — ARGENTINA — Seeking 132 kv automatic circuit breakers for D.E.B.A.'s substations. Foreign companies, in order to qualify, should comply with norms specified under Argentine law 19,875 ("Buy Argentine" law). Bid docs. requested in duplicate. Language of corres. should be Spanish. Offers will be valid for 90 days from bid opening date, & should incl. guarantee bond amounting to approx. 50% total est. budget. Payment will be made under Argentine Central Bank's regulations governing terms for payment of imported capital goods. FOB (U.S. port) quotations requested. Official budget est. at Argentine pesos $193,000,000. Interested parties must obtain bid specs. prior to submitting offers from Ing. Walter Viader, Administrador Gen. Direccion de la Energia (D.E.B.A.), Ministerio de Obras Publicas, Calle 55 No. 570, 1900 La Plata, Prov. Buenos Aires, Argentina. Refer to LPI no. 816. Bid deadline Sept. 9.

Electrical industrial apparatus

● 3621400—MALAYSIA—Applications invited from suitably experienced firms wishing to tender for supply, delivery, erection & commissioning of 550 KW/650KVA standby diesel generator unit, generating at 415V. Diesel generator unit will back up normal grid supplies, for operation of essential auxiliaries & lighting associated with Prai power station, Stage 888. Interested firms can obtain copy of brief description of works from address below. Firms wishing to tender for this contract should make formal applications for docs. at address below prior to submitting offers. Tender docs. will be avail. to approved applicants on or about Aug. 25. Payment for tender docs. M$300 by check made out in favor of Natl. Electricity Board, together with any postal costs, must be made before any docs. can be issued. (US $1.00 approx. M$2.46). Write Deputy Mgr., Planning & Construction, National Electricity Board, P.O. Box 1003; 129 Jalan Bangsar, Kuala Lumpur, Malaysia. Refer to contract No. 26/75/27. Bid deadline Dec. 6.

Household appliances

● 3632200, 3639400, 358900—EGYPT—Supply of the following: 5 gas ranges with lift-off cook tops; 5 electric ranges; 5 dishwashing machines; 4 portable vacuum cleaners; 10 chest food freezers complete units; 10 room air conditioners with cap. to cool & dehumidify 5 rooms size 4 by 4 meters; also, 5 standard size & 5 large size clothes drying machines. This is a direct purchase order. No agent is required. Price quotations cif Alexandria incl. catalogs are required. Reply to Mr. Kamal Rezeika, Mgr., San Giovanni, 205 El Geish St., Stanley, Alexandria, Egypt. Cable WASIM, Alexandria; Tel. 40984; Telex 4213-UN.

Electric lighting, wiring equipment

● 3643060—THAILAND—500 sets H.T. lightning arresters, rated voltage 20-21 KV, class 10 KV, furnished with line terminal clamp for A1 conductor size 35-70 sq. mm. (dia. 7.5-10.7mm), disconnecting device, CU earth lead insulated stranded conductor size not less than 16 sq. mm. & length not less than 450 mm., & earth connector for connecting CU earth lead to earth conductor 9 mm. in dia. Tender docs. available for sale until Oct. 4 at $5 per set & must be obtained prior to submitting offers. Obtain bid docs. from Procurement Div., Provincial Electricity Authority, 200 Ngarm Wong Wan Rd., Bangkhen, Bangkok 9, Thailand. Refer to bid no. pea-psr. p-54/1975. Bid deadline Oct. 19.

● 3644100—PAKISTAN—5,700 ea. insulators of 6800 kgs e & m strength. 266,000 ea. insulators of 11300 kgs e & m strength. 27,000 ea. insulators of 1630 kgs e & m strength. Other hardware material for above insulators. Material required by WAPDA for construction of 336 mile 500-KV transmission line project costing $113.8 million of which $50 million is covered by IBRD loan. Bidders from World Bank member countries can participate. Tender docs. must be purchased for $50 per set prior to submitting offers. Obtain bid docs. from Malik Mohammad Ashraf, Chief Engineer (EHV); Water & Power Dev. Authority, G-44, WAPDA House, Lahore, Pakistan. Refer doc. no. 941-2. Bid deadline Sept. 29.

Communications equipment

● 3661100—IRELAND—Provision & installation of private automatic branch exchange for Office of Revenue Commissioners, Dublin Castle, Dublin 2 in accordance with spec. no. 1/77 & general spec. px 1/75. Financed by Central Govt. funds. Tender spec. must be obtained prior to submitting offers, from Engineer-in-Chief, Dept. of Posts & Telegraphs, Contracts Sec., Marlborough St., Dublin 1, Ireland. Refer to bid no. C/610/9/6. Bid deadline Sept. 6.

● **3661291, 3825200 — IRELAND** — Supply & install remote line testing equip. at Belcamp Telephone Exchange, Co. Dublin, in accordance with spec. no. 1/01/77 & drawings no. B-857 sheet 2.1, B-857 sheet 3.1 & B-1738 sheet 2. Financed by Central Govt. funds. Tender with spec. & drawings must be obtained prior to submitting offers, from Engineer-in-Chief, Dept. Posts & Telegraphs, Contracts Section, Marlborough St., Dublin 1, Ireland. Refer to bid no. C/610/10/21. Bid deadline Oct. 21.

● **36621-25-29—SUDAN**—Ministry of Defense requests bids for naval radar and radio equipment. Details available from Trade Opportunities Program/267, Room 2321, Dept. of Commerce, Washington, D.C. 20230, citing No. 732/01/T0038. Tender docs. must be obtained prior to submitting offers from Col. F. S. Ghandour, Foreign Procurement Branch, G.H.Q. People's Armed Forces, Khartoum, Sudan. Telex 411; Cable Prokaid. Bid deadline Oct. 24.

● **3662241, 3861300—MALAYSIA**—Design, supply & complete installation hardware facilities for national operations room in Prime Minister's Dept. in Kuala Lumpur. Hardware facilities to be designed to provide supporting facilities for management info. system being setup to facilitate monitoring & evaluation of dev. projects by utilization of computer facilities to be based at center. Computer installation is not incl. in this tender. Hardware facilities called for broadly comprise: film & slide projection system; sound system incl. public address paging & intercom; video system. For video system, large color torosector will be used to display alphanumeric data & color graphic from computer & TV programs from video cassette recorders. This will be supported by color TV picture monitors installed at suitable locations. Each of 3 system tenders will be awarded on turnkey basis to 3 respective tenderers or, preferably, if suitable proposals received whole project may be given to one tenderer. Obtain tender docs. on payment of documentation fee of M$50 (US$1.00 approx. M$2.46) prior to submitting offers. Obtain bid docs. from Dir.-Gen. Implementation Coordination Unit, Prime Minister's Dept., Jalan Dato' Onn, Kuala Lumpur, Malaysia. Refer to tender specs. 1/BPP/JPM/77. Bid deadline Sept. 26.

● **3662600—GREECE**—Supply 103 scrambler units for Greek Gendarmerie. Financed from Greek Govt. budget. Bid docs. obtainable free & must be obtained prior to submitting offers, from Ministry of Commerce, State Purchases Directorate 3, 20 Kanningos St., Athens, Greece. Refer to bid no. 923/1977. Bid deadline Sept. 8.

● **3662600—MALAYSIA**—Supply of audio amplifier training aids for Training Center, Royal Malaysian Naval Base, Lumut, Perak, Malaysia. Obtain tender docs. on payment of documentation fee of M $10.00 (about U.S. $4.07) prior to submitting offers, from Secretary Gen. (Attn: Defense Prod.), Ministry of Defense, Jalan Padang Tembak, Kuala Lumpur 15-03, Malaysia. Refer to tender no. KP/PP (T 15)/77. Bid deadline Sept. 8.

3662681—AUSTRIA — Automatic garage door openers. Importer & distrib. of building materials, wishes to expand scope of activities in importing automatic garage door openers, operating on frequency of 27 MHZ, documented offers, incl. f.o.b. price quotations, requested. Reply to—Mr. Kainbacher, MGM Technik Bauelemente Vertrebsges. mbH, Hinterholzerkai 2B, A-5020 Salzburg. Tel.: 6222/42724; telex 6-3068. Co. ref. Oberbank, Salzburg, Suedtiroler-platz.

Motor vehicles, equipment

● **3711321—GREECE**—Supply 3 air-foam fire extinguishing vehicles, to carry 1,500 imperial gal. water, for Hellenic Civil Aviation Authority. Financed from Greek Govt. budget, Bid documents obtainable free & must be obtained prior to submitting offers. Obtain bid docs. from Ministry of Commerce, State Purchases Directorate 2, 20 Kanningos St., Athens, Greece. Refer to bid no. 920/1977. Bid deadline Sept. 9.

Instruments for measurement, analysis and control

● **382—IRAN**—Ministry of Energy is seeking prices, and catalogs, for following: water level recorder; water current meter (price cup); water current meter (helix); thermograph; hydrograph; barograph; mercury barograph; sun shine recorder; bimetallic actinograph; soil depth thermometer; rainfall recorder; maximum-minimum thermometer; ordinary thermometer; standard testing sieves; mechanical wind recorder; standard anemometer; galvanized steel wire rope, ½", ⅛" and 1"; standard snow sampling set; echosounder set for lake & reservoir; standard sediment sampler (for bed load), and soil moisture testers. Interested firms can submit prices and catalogs to M. M. Fartash, Commercial Counselor, Imperial Embassy of Iran, Economic Sec., 5530 Wisconsin Ave., NW., Washington, D.C. 20015. Refer to Ref. No. 453.

● **38252, 35231, 38612-13, 3651431—THAILAND**—Assorted electric measuring instruments, such as coil condenser tester, armature tester, rectifier diode/ohm tester, generator/alternator tester, starting & charging system tester, engine analyzer, tachometer, diesel smokemeter, multimeters, electrical component analyzer, portable ammeters, voltmeters, wattmeters, frequency meters, insulation meters, internal stator tester, tube tester, TV analyst, in-circuit transistor tester, circuit tester, curve tracers, television field strength meter, FM stereo signal generator, oscilloscopes, frequency counter, grid dip meter, refrigeration component analyzer. moisture detector, hermetic compressor analyzer starter, electronic thermometer, etc. 1 model ea. farm tractor, cut-away motor gear unit, cut-away differential gear & steering gear, hydraulic shoe brake, chassis, internal combustion engine, dynamo, small engine analysis unit, & visible functioning engine. One 35 mm. camera, two 16 mm. film projectors, one 8 mm. film projector, 8 projection screens. 10 overhead projectors, 2 filmstrip projectors, 3 slide projectors. 1 photocopying machine & 1 diazo printer. 1 cassette tape recorder. Financed by loan from Asian Dev. Bank. Bid docs. must be purchased at address below at $20 per set prior to submitting offers. A 5% bid bond must be submitted with bid. Only bids from suppliers with local representatives will be accepted for consideration. Obtain bid docs. from National Institute for Skill Dev., Dept. Labor, Din Daeng Rd., Bangkok 4, Thailand. Refer to bid No. DOL-NISD-ADB-006. Bid deadline Sept. 27.

● **3823008 — INDONESIA** — Mfrs./suppliers in member countries of World Bank & Switzerland, either direct or through their rep./agent in Indonesia, invited to bid for supply of: 3 units block digester, 1 unit analyser, 1 unit gas chromatograph, 1 unit loading balance, 1 unit gas liquid chromatograph. Purchase to be funded by credit from Intl. Dev. Assn. Bid docs. must be purchased against payment of rp.15,000 (about $36.15) prior to submitting offers. from Bali Penyelidikan Perusahaan Perkebunan Gula Sugar Research Station, Jalan Pahlawan 25, Pasuruan, Indonesia. Refer to 01/IDA/77; IDA Credit 405/IND. Bid deadline Oct. 3.

Special projects, plants, etc.

● **9912101—ALGERIA**—Installation new submerged telephone cable, incl. all civil works, between El Djemila, Algeria & Martigues, France: Tender docs. cost Da 850 ($207.27) & must be obtained from addr. below prior to submitting offers. Docs. also avail. for 1,000 French francs from Secretariat d'Etat aux Postes et Telecommunications, Direction General de Telecommunications, Direction de la Production, Service Central des Marches, Bureau D 31, ave. de Segur, 75007, Paris, France. Identical, separate bids, to be sent to Ministere des Postes et Telecommunications in Algeria, & to Secretariat d'Etat aux Postes et Telecommunications (France). Offer to remain valid 120 days past bid deadline. Offer & corres. in French required; all specs. metric. Obtain bid docs. from Direction Gen. des Telecommunications, Bureau des Marches, Piece 828, 8e etage, Min. des Postes et Telecommunications, 4, Blvd. Salah Bouakouir, Algiers, Algeria. Bid deadline Oct. 15.

● **9916300 — MALAYSIA** — Govt. invites suitable experienced contractors to register with Chief Engineer, Penang Port Commission, Penang, Malaysia to tender 1 or both of following works: 1) dredging about 900,000 cu. yds soft silty marine clay within vicinity of palm oil tanker berth area; 2) civil works incl. construction & installation 2 nos. breasting dolphins, 1 no. mooring dolphin, 1 no. central platform, steel towers, steel gantries, pipe trestles, cathodic protection, fenders & ancillary works. Govt. intends to invite tenders in November & to award contracts next April. Suitably experienced contractors who wish to make application for prequalification leading to inclusion on list of invited tenderers for these projects invited apply for further particulars of contracts & details of prequalification procedure. Write to Secretary, Penang Port Commission, P.O. Box 143, Penang, Malaysia. Prequalification deadline Sept. 30.

● **9918201, 3610000—EGYPT** — Supply equip., supervision of erection, start up, & guarantee of electrical transformer station for petroleum co. in Alexandria. Cap. of station to be 66/11 k.v. Tender docs. must be purchased from central purchasing committee at address below upon payment of U.S.$71.42 per copy prior to submitting offers. Obtain bid docs. from MISR Electric Authority, Abbassia, Nasr City, Cairo, Egypt. Refer to Tender no. 27. Bid deadline Sept. 12.

● **9913299—PERU** — Complete plant for production of poultry & cattle feed from molasses & fats. Plant designed to produce 3 m/t prepared feed/hr., incl. 2 m/t pelletized feed. This is continuous vertical system plant equipped with horizontal type mixer, pneumatic unloading device, steam injection system (for injecting molasses & fats), dry packing system. plus spare parts for 1 yr. Plant to be erected at location 16 meters above sea level. Quotation on complete plant incl. price list on each plant component requested ASAP. Financed with loan granted by U.S. AID. Cable Ing. Julio Nunez, Jefe de Promocion para el Desarrollo Ordeza-Organismo Re-

gional para el Desarrollo de la Zona Afectada, Compo Vichay, Huaraz, Peru.

● **9916102—BOLIVIA**—Min. of Transportation & Admin. of Airports & Auxiliary Services seeking foreign firms to undertake construction projects for Tarija Airport. Project involves construction of asphaltic concrete runway & taxiways & concrete landing platform. Est. project cost $4 million. Firms must be from country belonging to World Bank, which is providing financing & must have local rep. Tarija's project is part of overall 5-year plan developed by AASANA including airport construction & improvement throughout country. Specs. must be obtained from below address for $250 prior to submitting offers: Administracion de Aeropuertos y Servicios Auxiliares a la Navegacion Aerea (AASANA), Aroldo Cortez Jimenez, Casilla 1848, La Paz, Bolivia. Refer to lic no. 4/77. Bid deadline Sept. 9.

● **9916400—IRAQ**—Baghdad Municipality (Amanat al-Assima) invites bids for construction $68 million 5.5 km. freeway, including 3.5 km. suspended on viaducts and several clover leafs. Project includes piling, freeway construction, paving, drainage construction, lighting. Tender docs. available for 250 dinars ($850) non-refundable, and bids must be accompanied by bonds of $2.04 million—bank guarantees issued through Rafidain Bank, Baghdad. Cable municipality re required site inspection in E. Baghdad. Bids docs. available from Amanat al-Assima, Serai, Baghdad. Cable Amanatalassima. Bid deadline Sept. 25.

● **9916444 — NIGERIA** — Construction of 61 km. Onitsha-Enugu road, for contractors registered in Category D with Fed. Works Reg. Board. In addition to construction of 4-lane dual carriageway, project has one interchange bridge and 3 major river bridges, also culverts, drains, lane markings and surface dressing on shoulders. Obtain bid docs. for this Contract No. 1452 from Secy., Federal Tenders Board, Federal Ministry of Works, Victoria Island, Lagos. Bid deadline Sept. 23.

● **9922106—PERU** — Supervisory & consulting services for works on improving & paving Neshuya-Aguaytia Hwy. (105 km.). Bid docs. cost 3000 soles (approx. $38) & are avail. until Sept. 5 from address below & must be obtained prior to submitting offers. Further info. can be requested in writing until Sept. 12. Duration of services approx. 30 months. Est. cost for services $2.3 million which will be provided by World Bank under contract No. 1196-PE. Bid deadline Sept. 21. Bids are to be presented before notary public, in meeting rm. No. 1 of Ministry. Obtain bid docs. from Ing. Jorge Miranda, Dir., Min. de Transportes y Communicaciones, Dir. Gen. de Transporte Terrestre, Direccion de Ingenieria; Ave. 28 de Julio 800, 4 Piso; Lima 1, Peru.

Opportunities Offered In Six Countries By UNDP Projects

The United Nations Development Programme (UNDP) has recently approved 7 requests for financial and technological assistance from 6 countries. These projects are listed below with the potential opportunities for subcontracting or equipment procurement, or both, shown in parentheses. Interested U.S. firms may obtain copies of these project summaries from the Export Information Reference Room, Office of Export Development, Room 1063, attn: Betty W. Patrick, U.S. Department of Commerce, Washington, D.C. 20230. To expedite request, please include a self-addressed label, and identify each project summary desired by project number, country, and title. Also available from the Export Information Reference Room is UNDP *Business Guide*, which explains how to participate in UNDP project activities.

ALG/75/032, Algeria, National Institute for Accident Prevention and Safety (equipment); BGD/73/075, Bangladesh, Institute of Public Health Nutrition, Dacca (equipment); BGD/77/001, Bangladesh, supervision of construction of a 110-megawatt power station in Khulna (subcontract); EGY/73/024, Egypt, master plan for water resource development and use (subcontracts/equipment); NEP/75/013, Nepal, support to Nepal Malaria Eradication Organization (NMEO) Supplementary Assistance (equipment); RWA/73/004, Rwanda, pilot fruit-juice plant supplementary assistance (equipment); YUG/76/001, Yugoslavia, industrialization of the construction sector in Socialist Autonomous Province (SAP) Vojvodina (subcontract/equipment).

Magnesium Plant In Norway

Norsk Hydro of Norway has announced plans to build a new magnesium plant at Mongstad with an initial annual production of 50,000 tons. Final approval has not yet been granted, but the company has been assured of electric power. Prior to making the final decision to build, the production process, involving recycle of effluents, will be tested in a pilot operation. The raw material for the new process, a concentrated brine containing magnesium and chlorine, must be imported. The present raw material, mineral dolomite and sea water, will still be used in the production of magnesium and magnesium oxide at Hydro's Porsgrunn plant. No decisions have been made with regard to machinery and equipment which will have to be purchased, but interested firms should contact: Mr. Kare Frank, Dir., Norsk Hydro, Lorenfaret 3, Oslo 5.

For Geological Research

Recently the Libyan Government's Industrial Research Center (IRC), P.O. Box 3633, Tripoli, Splaj, Libya (telex: 20038), has issued tenders for geological and geophysical studies for Jabal Al-Awainat in southeastern Libya. Tender documents are available from the IRC on payment of LD 50 ($170). Offers must be accompanied by an initial guarantee of 1% of the value of the bid. Please send copies of initial correspondence to: Ms. Cherie Loustaunau, CAGNE/BIC, U.S. Department of Commerce, Washington, D.C. 20230; telephone: 202-377-4441.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Yarn, thread mills, products

2284121—PANAMA—Finished thread for use in home. Co. is fairly new; wishes make direct contact with U.S. suppliers of above, for distribution in Panama and other Central American countries. Requests catalogs & price quotations. Reply to Simon E. Medina, Sicmar, S.A., P.O. Box 6-20665 Estafeta el Dorado, Panama, R.P. Tel. 664-8100; telex 368728 Jaen.

General commercial printing

2753022/32 — MEXICO — Stationery, engraved; calendars, engraved. Mfr. of photographic albums. Also owns offset printing press. Sells throughout Mexico, exports to U.S. Representative of several U.S. firms. Monthly sales volume: 6-7 million pesos. Bank ref. Banco de Comercio. Employs 120. Requests catalogs & price lists. Reply to—Hector Sanchez Teista, Tech. Counselor, Editorial Anthony, S.A., Av. Patriotismo 612, Mexico 19, D.F. Tel. (905) 563-8711.

Bookbinding industries

2782135—AUSTRALIA—Diaries & appointment books. Interested in distribution rights Australia-wide. Has extensive marketing experience in retail industry. Interested in receiving catalogs, f.o.b. cost, list prices & min. order quantity. Reply to—J. B. Jeffriess, Management Dynamics, P.O. Box 84, Southland Centre Vic. 3192. Tel. 03-99-5570.

Synthetic materials

28213XX, 28214XX—BELGIUM — Thermoplastic & thermosetting resins & plastic material incl. resins for protective coatings. Corporation, estab. 45 years ago, mfrs. anti-corrosion, cathodic protection, sealing and thermal insulation products. Imports large range of same products from Germany and U.K. Exclus. distrib. for Sealants International, Pa., has sister companies in France, Netherlands & Italy. Employs 120; annual sales, over $4 million. Reply to—Mr. Blackwell, Assist. Mgr., Trachet S.A., 15-21 Rue Leon Cuissez, B-1050 Brussels. Tel. 649-90-40; Telex 22136.

Plastic products

3079431/32/57—GUATEMALA — Plastic bottles and containers, cosmetic jars, with cap. less than 8 fluid oz. up to 32 oz. Recently estab. subsidiary of Honduran co., reported to have been operating for about 12 years in San Pedro Sula, Honduras. Firm has not yet started commercial production. Intends to produce hair preparations and cosmetics. For their creams, would like to import semielaborated raw materials and ingredients, as bulk, to be mixed locally. Normal commercial precautions recommended in dealings involving credit. Reply to—Ing. Jacques A. Jacir, Mgr., Industrias Cosmeticas Y Cia. Ltda—Incosa, 20 Avenida 27-62, Zona 5, Guatemala City. Tel. 62035.

Glass, glassware

3221019—PANAMA—Glass containers for beverage returnables. Firm fairly new, wishes make direct contact with U.S. suppliers of above for distribution in Panama, and Central American countries. Requests catalogs & price quotations. Reply to—Simon E. Medina, Sicmar, S.A., P.O. Box 6-20665 Estafeta el Dorado, Panama. Tel. 664-8100; telex, 368728 Jaen.

Ordnance & accessories

3489171—KOREA—Ordnance parts & accessories. Complete list of items desired may be obtained from Trade Opportunities Program/267, Room 2321, Dept. of Commerce, Washington, D.C. 20230. Firm reported it has business contact with govt. seeking U.S. source of supply. Seek U.S. stock suppliers' price quotations covering all items, with best terms of delivery available. Also seeks U.S. suppliers' proposal for agency agreement, & willing to negotiate long-term contract upon receipt of

favorable response. Registered offer agent, official status required in Korea to represent foreign suppliers & price quotations in own name. Reply to Y. J. Lee, Sales Dir., Seoul Commercial Inc., CPO Box 2310, Seoul, Korea. Cable—OYUNKWON; Telex OYKWON K24465; Tel. 776-3337.

Metalworking machinery

35461—BELGIUM—Power driven hand tools; woodworking machinery. Medium sized importers specializing in construction hardware, employing 5 & selling through 20 distributors in Belgium. Annual turnover 100 million BF. Represents 15 foreign firms, mostly German. Clients are wholesalers & hardware dealers. Wishes to complement its program with U.S. lines. Reply to—Michel Gielkens, Sales Mgr., Agenturen M. Gielkens, P. V. B. A., Donksesteenweg 210, 2130 Brasschaat. Telex, 32502 Gibra B; phone 031/45 93 57.

Special industrial machinery

3551411—AUSTRALIA—Packaging, filling machines for fruit juice, dairy industries. Supplies package making & filling equip. to fruit juice industry. Firm reports it holds 60% of market. Agency or distr. sought for equip. & new products for fruit juice & dairy packaging industry. WTDR 7/77. Reply to—Bruce Butcher, Market Dev. Mgr., Contaplas Pty. Ltd., 87 Mars Road, Lane Cove, N.S.W. 2066. Tel. 427-0622.

3559589—MOROCCO—Zipper machinery; machinery for mfg. self-sticking labels used in garment decoration. Excl. agency & distr. Newly estab. firm. Reply to—Latifa Lahlou, Latif Import-Export, 100 Ave. Houmane el Fetouaki, Casablanca.

3559589—MOROCCO—Machinery for producing nylon zippers. Excl. agency & distrib. Mfr./exporter of ready to wear sporting attire. Seeking distr. arrangement for zipper machinery. Reply to—Mr. Mamaco, 110 Rue Mont-Cinto, Casablanca. Phone, 225-13-58 and 25-36-54.

3559589—SWITZERLAND—Full lines of jewelers' machines incl. stone cutting saws, facetting machines, buffing, polishing, & grinding machines, ultrasonic drilling machines, costume jewelry & jewelry findings making machines. Est. annual potential $100,000. Market territory Switzerland, France & W. Germany. Well estab., highly specialized firm dealing in minerals, semi-precious stones, fossils & jewelry working machines. Provides own post sales service. Annual sales, $250,000. Labor force 7 with 5 salesmen. Business recommended according to bankers—Swiss Credit Bank, CH-8021 Zurich. Firm declares readiness to exhibit pertinent products at Microtecnic Intl. Exhibition to be held Nov. 77 in Zurich. Reply to—J. Haefkiger, Siber & Siber, Zurichstr. 168, CH-8607 AAthal. Tel. 01/77 37 12.

Electrical industrial apparatus

362110x—GERMANY—Electrical motors (all sizes), incl. those for advertising displays battery powered, clock-type synchronous & sub-synchronous timing motors; cased electrical motors less than 2⅛ in. in punching dia.; 2⅛ in. & over but less than 2-7/16 in. in punching dia. Major W. . lin distrib. seeks import of above item. .n substantial quantities for wholesale trade in W. Berlin. Electrical specifications must meet European standards of 220 volts & 50 hertz. Quote cif German port, if possible. Metric measurements desired. Reply to —Herr Schoepl, Firma Schoepl, Cuvrystrasse 23, D-1000 Berlin 36. Tel. (030) 612-60-44.

3629398 — UNITED KINGDOM — Flameproof & explosion-proof industrial electrical fittings & control gear. Small mfr. of electrical equip. for hazardous areas, emergency lighting, & vehicle electrical components. Employs 12 plus 2 salesmen, annual sales 500,000 pounds sterling. Reply to—B. G. Meddes, Mng. Dir., Consultant Electrical Design Services Ltd., Electron Works, 19 Downing St., Sutton In Ashfield, Notts. Tel. Mansfield 53922; Telex 377726.

Communications equipment

3662681—AUSTRIA—Automatic garage door openers. Excl. agency/distr. Medium-sized mfr. of dowel pins, chains, lighting equip. & hospital supplies. Also engaged in import & export. Documented offers with c.i.f. Hamburg quotations requested. Open account terms of payment preferred. Reply to—Dkfm. H. Hubmayr, Hubmayr Gmbh KG, Strohmayergasse 2, A-1060 Vienna. Cable Hubmayrtechnikwien; tel. 222-57-11-60.

Costume jewelry, novelties, notions

3964269—MOROCCO—Needles for knitting machines. Excl. agency & distr. Firm deals in industrial sewing machines & parts. Reply to—Abdelaziz Boujina, Ets. Boujina, 3 Bd. de Paris, Casablanca. Phone 26-13-97.

Motion pictures

7813—THAILAND—Educational 16 mm. motion pictures in the field of industrial arts. Excl. agency. Reply to—Ek Siamwalla, Admin. Dir., D.H.A. Siamwalla Ltd., 210 Surawongse Road, Bangkok 5, Cable: Siamwalla; Tel. 234-3987.

Special products

9950014—JAPAN — Do-it-yourself items est. annual purchase $50,000. Importer/distrib. of power driven tools & handtools. Capital $20,000. 1976 sales $1.5 million. Ref. Sanwa Bank Namuba Branch, Osaka. Reply to — Mr. Mitsunobu Inaba, Mgr., Koyo Industries, Ltd., Shichifuku Bldg., 8 Shiomachi 1-Chome, Minami-Ku, Osaka 542. Cable: KOYOWARE Osaka; tel., 06-261-2558; telex, J64716 Koyoware.

9950004—SAUDI ARABIA—Baby care products. Reply to—H. Abou Auda, Mgr., Jado Establishment, P.O. Box 1906, Riyadh. Phone 25121.

Visiting Buyers & Officials

SWEDEN—Per Abrahamsson will be visiting U.S. in late September for a month; he wants to meet with suppliers of **telephone equipment** and to discuss possible importation into Sweden. He is also interested in information on phone electronics. For further information contact: Theresa E. Rettig, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; phone, 202-377-3265.

PAPUA NEW GUINEA—K. Nuzum wants contact with U.S. suppliers of **residential and commercial air conditioners, refrigerators, washers and dryers and small household appliances**, all 240 vac 50 cyc, as well as **radio control equipment** for model aircraft use and low and medium voltage **switching gear** and related equipment. Nuzum plans to be in U.S. beginning about Aug. 20. Theresa Rettig, 202-377-3265.

MEDITERRANEAN AREA—Small Mediterranean country is interested in good **surplus or second-hand shipyard equipment.** Offerings should include a brief outline of specs, maker's name, date of manufacture, place where equipment can be inspected, name and title of contact. Equipment covers whole range of shipbuilding operations for ships up to and including 120,000 tons deadweight. Contact Theresa Rettig, 202-377-3265.

NIGERIA—Adebayo Adefope wishes to purchase direct from American suppliers/manufacturers **heavy-duty trucks** for export to Nigeria. Send information to Arday-Fopay Systems, 505 Park Ave., New York, N.Y. 10019; telephone: 212-758-7610.

NIGERIA—Visitor wishes to represent American suppliers / manufacturers of **health care products and communications equipment/systems** in Nigeria. Address inquiries to Asuguo Uko, 2620-16th St., N.W., #304, Washington, D.C. 20009; telephone: 202-332-8122 or 202-635-4887.

AUSTRALIA—K. R. Poynter wishes to contact U.S. manufacturers of **complete automatic parking systems.** He plans to visit U.S. in October. Theresa Rettig, 202-377-3265.

AUSTRALIA—Businessman visiting U.S. during late August and early September seeks contact with manufacturers/suppliers of **canned, frozen and freeze dried foods** in retail packs or bulk. Itinerary: Honolulu, Seattle, Portland, San Francisco, Los Angeles. Jim Nader, 202-377-3265.

AUSTRALIA—Tony Perkins, Dir., George Feathers Co., Melbourne, will visit U.S. in September to purchase **decorative face veneers; construction red wood veneers; colored, antique, rolled, or pot glass decorations; flat glass, and building materials with handmade appearance.** This medium size firm, whose annual sales exceed $2.5 million, has been an importer and distributor for over 30 years. Firm also acts as manufacturer's representative. American manufacturers interested in contacting buyer should mail expression of interest to Bill Corfitzen, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; phone, 202-377-2068.

AUSTRALIA—T. T. McComb, Director, Thompson Machine Company, Queensland, will visit U.S. in August to purchase **automatic stackers for building materials, automatic cartridge stackers for C channels, lipped channels, and box sections.** Stackers must be suitable for handling subject products as they come off production. Buyer also seeks **air ram presses** powered by air springs/bags, 6- to 100- ton capacity for high-speed punching and shearing. Buyer wants complete equipment, components for assembly, or license to manufacture same. Bill Corfitzen (see above).

JAPAN—Officials representing Japanese granite quarrying companies will visit U.S. in September 1977 to purchase **granite quarrying wire saw machines** of the type used in quarrying granite in U.S. Group would like to visit West Coast granite quarrying sites to see how extensively wire saws are used, and to determine if U.S. wire saw equipment can be adapted to Japanese operations. Bill Corfitzen (see above).

SWITZERLAND—Dr. Francois Joris, Coordinator, Canton Valais Regional Hospitals, Zurich, will visit U.S. in September to study **modern hospital facilities and laboratories.** He is intereseted in visiting with U.S. hospital management companies,

American hospitals and laboratories, U.S. manufacturers of equipment. Bill Corfitzen.

SAUDI ARABIA—Shafik M. Alsharif, Mng. Dir., Agricultural Development Stores, Riyadh, and Fuad Diab, Sales Mgr., will visit the United States to establish American products in Saudi Arabia. Alsharif owns a chain of stores which distribute **agricultural products** throughout Saudi Arabia. Agricultural Development Stores has a network of ten branch offices and 35 exclusive dealers in Saudi Arabia. Ten additional branches will open soon, including two distribution facilities in Yemen Arab Republic. Buyer seeks U.S. manufacturers of agrichemicals, compound fertilizers, superphosphate fertilizers, chemical plant protectors, pest and termite control products, insecticides, rodenticides, household and hygenic products, garden tools, lawn mowers, spraying and fog generating equipment, shallow water pumping equipment, plastic film and sheets to cover greenhouses and crops, feedstuffs for cattle and poultry, beekeeping technology and equipment, etc. Bill Corfitzen.

LATIN AMERICA—Businessmen seek U.S. suppliers of **pre-fabricated houses and buildings for tropical and sub-tropical climates.** American manufacturers interested in negotiating marketing agreements should write to: Economic Resources Inc., 110 East 59th St., New York, N.Y. 10022, attn,: Jose F. Mas; phone, 212-355-5060.

PAKISTAN—Businessman visiting U.S. third week of August seeks contact with manufacturers/dealers/suppliers of following equipment: one **universal cropping machine** for cutting different types and shapes of steel; one **mobile crane**, capacity 10 t.; one **spark egrogine (die making), electrically operated machine; five heavy duty air compressors** between 100 to 200 psi; **mild steel sheets**, 3 to 4 ft. wide, 8 to 10 ft. long, 16 to 18 gage, annual requirements about 1,000 t.; **electrical steel sheets** 25 to 30 gage, 36- to 39-in. wide, in running lengths, annual requirements about 5,000 t.; **enameled and paper covered copper wire** 16 to 30 gage, annual requirements 2,000 t.; **ball bearings**, sizes 6302, 6312, 7216, 7220, annual requirements 60,000. Jim Nader, 202-377-3265.

AUSTRALIA — Businessmen visiting U.S. for one week in mid-August, seeks contact with suppliers/manufacturers of **watering and irrigation equipment** for home and supermarkets. Jim Nader.

ISRAEL—S. Nirenblat of Tel Aviv is interested in visiting companies dealing in design and installation of **fabric watergates** (collapsible dams of rubber or rubber/nylon). He also would like to visit such projects being built. Theresa Rettig.

IRAN—H. Sawhney wants contacts with U.S. manufacturers of **residential heaters and air conditioners**, 220v. 50/60 cycle; **floor coverings, hand tools, door and bathroom fittings, residential cabinet systems.** Theresa E. Rettig, 202-377-3265.

SOUTH AFRICA — Laurence Soutter of South Africa wants contact with U.S. manufacturers or suppliers of boating accessories. He has no interest in engines. Theresa E. Rettig, 202-377-3265.

NIGERIA—Nkpa Onumah is interested in following food items: **parboiled rice, frozen chicken and turkey, vitaminized non-alcoholic malt beverage, cornmeal, canned fruit and vegetables and soft drinks.** He is also interested in hearing from **sugar exporters and manufacturers of cold storage rooms.** Theresa E. Rettig, 202-377-3265.

INDIA—Rama Rao, Gen. Mgr. of International Trade Agencies of Hyderabad, will visit U.S. in September and October to meet American firms interested in collaborating to manufacture **switches, semiconductors, integrated circuit boards, printed circuit boards,** and allied products in India under license. Buyer also wants **machinery** to manufacture these products, ad representation agreements. In addition, he wants to identify markets for chemicals and barytes made in India. Bill Corfitzen.

SWITZERLAND—Eduard Siegrist, Purchasing Mgr. Union Trading Co., Basel, is interested in export of **hardware and consumer goods** to West Africa. American firms interested in meeting this buyer should mail expression of interest to Donald T. Jones, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; contact with this businessman can also be made through Commerce officials Donald Jones or Bill Corfitzen in the International Business Center at the National Hardware Show, McCormick Pl., Chicago, Aug. 22-25.

SWITZERLAND — Anestis Pialopoulos, Director, CVI (Centre Vente Technique) SA, Geneva, seeks to represent **automotive and accessories, housewares, electric tools and hardware firms.** Donald T. Jones (see above).

SWITZERLAND—Pier Carlo Losa, Owner, Losa Co., Bern, seeks to import and represent U.S. firms manufacturing **hardware, mowers, machinery, tools, gardening tools and implements.** Donald T. Jones.

SWITZERLAND—Jacques Kuhn, Pres. H. Kuhn AG, Bern, seeks to repersent or to produce under license **novelty housewares and cookware, barbeque equipment.** (He is a manufacturer and distributor of cookware, barbecue grills, metal sheet work, etc.) Donald T. Jones.

SWITZERLAND—Bill Gebhart, of Bern, wants contact with U.S. manufacturers only (no distributors) of following **electronic components:** cermet rimmers, thick film resistors, field-effect transistors, silicon controlled rectifiers, thyristors, diacs, triacs. His itinerary includes San Jose, Calif., Elkhart, Ind. and Boston. His company represents several U.S. companies, including Fairchild. Theresa Rettig.

IRAN—Bourbour of Iran is interested in hearing from manufacturers of following products for direct sale or representation: SIC: 3612753, voltage regulators, 150 v.—240 v. input, 220 v. output (±10%; power input 1-20 kva.); 3612713, high voltage regulators, input 17-21 kv., output 20 kv., power 100 kva.; 362911, capacitors for handling 20 kv. for improving power factor. Buyer plans to be in U.S. around Aug. 25, and requests quotes C. & F Khorramshahr. Jim Nader.

INDIA—Businessman traveling to U.S. on or about Aug. 15, seeks contacts with manufacturers and/or suppliers of machinery to produce following equipment: 2 million needle rollers; 1.5 million needle roller bushes; 500,000 needle roller cages; 3 million ball bearings; 1 million needle roller bearings; 1.5 million taper roller bearings; 500,000 cylindrical roller bearings. Jim Nader, 202-377-3265.

UNITED KINGDOM — Group of British food store officials representing three large stores will visit U.S. this winter to learn U.S. marketing methods including purchase operations, wholesaling, warehousing, displays, and sales methods — with view to opening U.K. food outlets incorporating best features of American supermarkets. Group is interested only in food items. This visit may also create an opportunity to export American food products, and supermarket equipment. Bill Corfitzen.

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Atlanta, 30309, Suite 600, 1365 Peachtree St., N.E. (404) 881-7000.

Baltimore, 21202, 415 U.S. Customhouse, Gay and Lombard Sts. (301) 962-3560.

Birmingham, Ala., 35205, Suite 200-201,908 S. 20th St. (205) 254-1331.

Boston, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

Buffalo, N.Y., 14202, Room 1312, Federal Bldg., 111 W. Huron St. (716) 842-3208.

Charleston, W.Va., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. (304) 343-6181, Ext. 375.

Cheyenne, Wyo., 82001, 6022 O'Mahoney Federal Center, 2120 Capitol Ave (307) 778-2220, Ext. 2151.

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